

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, MARCH 26, 1931

Reinsurance for Insurance Companies Only

as of December 31, 1930

Total Assets	\$13,909,909.00
Surplus Including Deposit Capital	
(\$800,000.00)	\$2,500,000.00
Voluntary Contingent Reserve	\$1,000,000.00

Theodore L. Haff
United States Manager

Clarence T. Gray
Asst. United States Manager

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United States.....

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110 WILLIAM STREET NEW YORK

FINANCIAL STATEMENTS

As of December 31, 1930

Union Indemnity Company

RESOURCES

Government, Municipal and Miscellaneous Bonds and Stocks (at market)	\$ 5,913,643.50
Collateral Loans	127,685.69
First Mortgage Real Estate Loans	835,141.51
Real Estate (at market)	1,241,705.99
Cash in Banks and Offices	810,268.39
Premiums in Course of Collection not due over 90 days	2,589,500.73
Interest due and accrued	80,301.85
Sundry Assets	249,773.00
	<u>\$11,848,020.66</u>

LIABILITIES

Reserve for Claims	\$ 3,823,035.06
Reserve for Unearned Premiums	5,078,514.00
Reserve for Taxes	171,943.00
Reserve for Unpaid Commissions	644,139.31
Reserve for Sundry Bills	15,093.75
Contingent Reserve	100,000.00
Capital	\$1,000,000.00
Surplus over all Liabilities	1,015,295.54
	<u>\$11,848,020.66</u>

New York Indemnity Company

RESOURCES

Government, Municipal and Miscellaneous Bonds and Stocks (at market)	\$4,424,620.00
First Mortgage Real Estate Loans	874,968.74
Collateral Loans	19,233.35
Real Estate (at market)	239,637.68
Cash in Banks and Offices	302,834.20
Premiums in Course of Collection not due over 90 days	917,147.86
Interest due and accrued	38,732.00
Sundry Assets	197,708.69
	<u>\$7,014,882.52</u>

LIABILITIES

Reserve for Claims	\$3,004,165.37
Reserve for Unearned Premiums	2,279,856.00
Reserve for Taxes	105,954.20
Reserve for Sundry Bills	7,122.19
Reserve for Commissions	215,804.89
Capital paid in	\$1,000,000.00
Surplus over all liabilities	401,979.87
	<u>\$7,014,882.52</u>



Bankers & Merchants Fire Insurance Company

RESOURCES

Government, Municipal and Miscellaneous Bonds and Stocks (market value)	\$ 678,735.00
First Mortgage Real Estate Loans	331,250.00
Cash in Banks and Offices	78,250.39
Premiums in Course of Collection not due over 90 days	78,968.63
Interest Due and Accrued	16,349.52
Sundry Assets	2,815.21
	<u>\$1,186,368.75</u>

LIABILITIES

Reserve for Unpaid Losses	\$ 45,936.00
Reserve for Unearned Premiums	290,362.50
Reserve for Sundry Bills and Taxes	18,466.44
Capital	400,000.00
Surplus	431,603.81
	<u>\$1,186,368.75</u>

La Salle Fire Insurance Company

RESOURCES

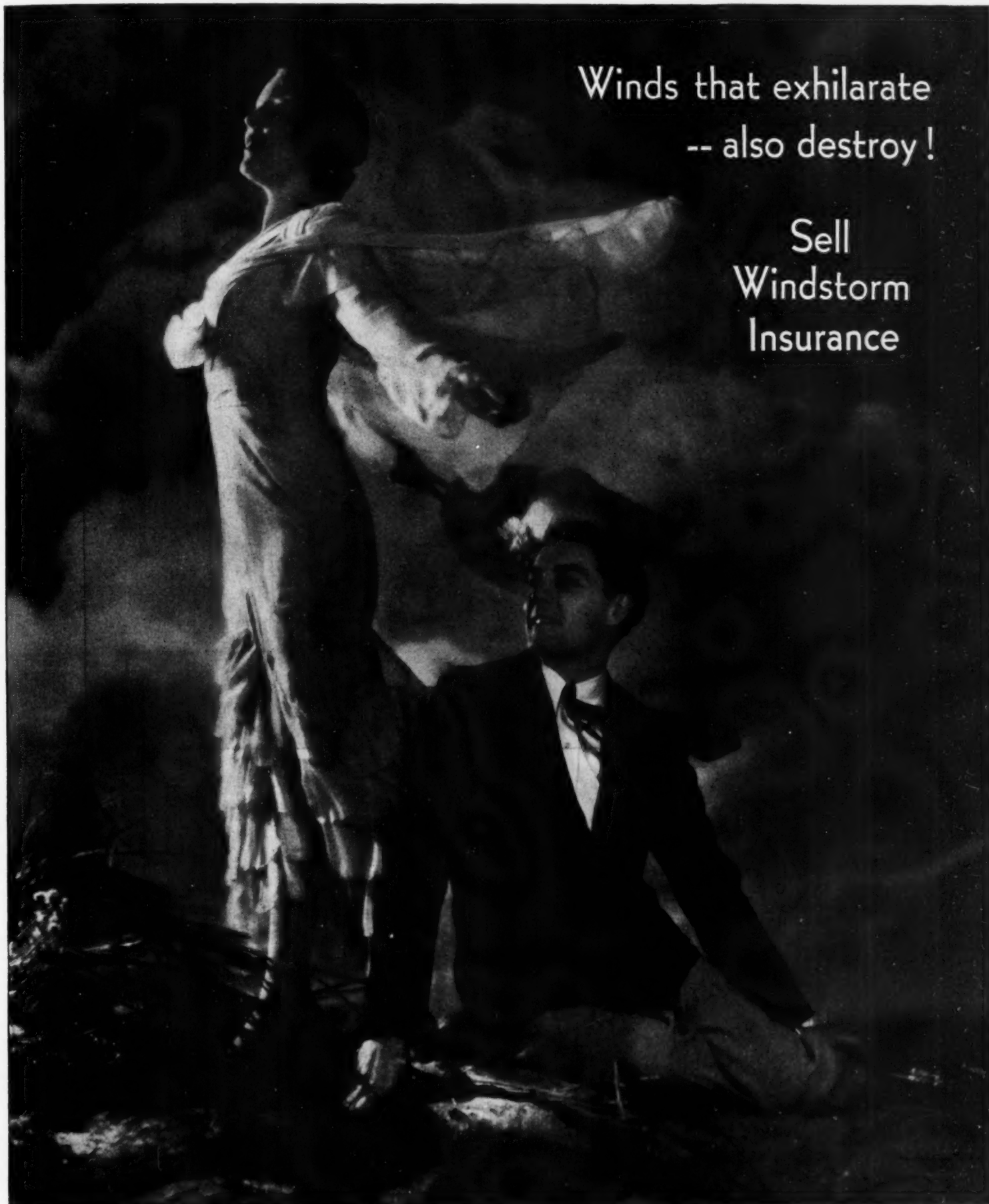
Government, Municipal and Miscellaneous Bonds and Stocks (market value)	\$ 990,032.74
Collateral Loans	54,250.59
First Mortgage Real Estate Loans	563,985.62
Cash in Banks and Offices	70,876.89
Premiums in Course of Collection not due over 90 days	216,012.03
Interest Due and Accrued	19,428.60
Sundry Assets	104,265.87
	<u>\$2,018,852.34</u>

LIABILITIES

Reserve for Unpaid Losses	\$ 80,727.00
Reserve for Unearned Premiums	581,698.11
Reserve for Sundry Bills and Taxes	31,614.82
Capital	500,000.00
Surplus	824,812.41
	<u>\$2,018,852.34</u>

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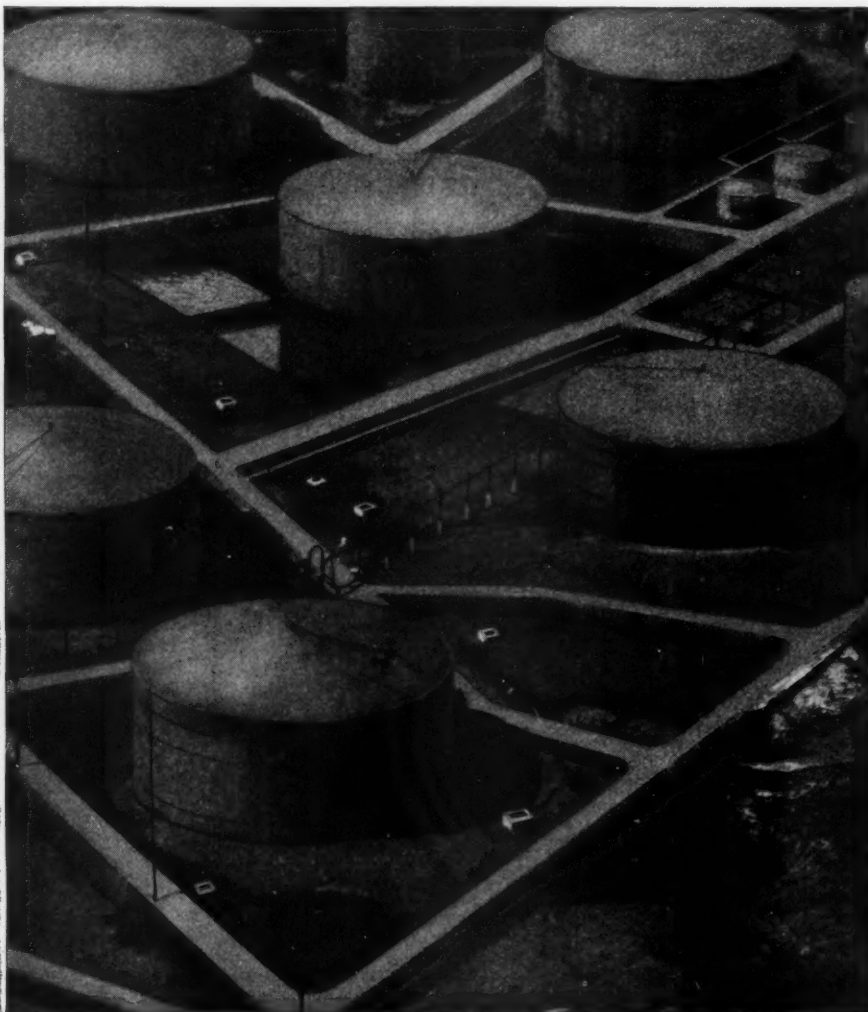
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Like insurance, the concrete dikes between oil storage tanks cannot prevent fires but may prevent the loss of the owners' entire investment . . . like insurance coverage, each dike must be of a sufficient height amply to retain the entire capacity of the tank. But, unlike the dike, *dependable* insurance not only provides protection but also indemnity when loss occurs . . . *Royal insurance is dependable insurance. Representing the Royal means representing the highest standards of dependability and security.*



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The National Underwriter

Thirty-Fifth Year No. 13

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MARCH 26, 1931

\$4.00 Per Year, 20 Cents a Copy

Agents Approve Reciprocity Plan

Address by Wellington Potter at
Nashville Meeting Strikes Re-
sponsive Chord

LOCAL BOARD WORK TOLD

Movement Urged to Favor Enterprises
That Purchase 100 Percent
Stock Insurance

At the mid-year meeting of the National Association of Insurance Agents it was apparent that the members are in a mood to put into effect locally through their local boards the reciprocity plan outlined by Wellington Potter of Rochester, N. Y. Mr. Potter told what the Rochester local board is doing through the cooperation of all the agents in favoring those enterprises that purchase 100 percent stock insurance. He cited many instances at Rochester where the local agents have mobilized their buying power, both of themselves, their families, their office force and their families and their relatives. He said it had had a tremendous effect. Mr. Potter stated that there should be a list of nationally known products placed before agents and then those that purchase stock insurance for every form of indemnity should be listed. Where there is a choice Mr. Potter urged that those favoring stock insurance be given precedence at every turn of the road. He appealed to the National association and the state associations to help in this important movement.

Buying Power Is Strong

Mr. Potter said that with the buying power of the stock insurance people and their families and the employees and their families, there could be brought into being a great army that would have an effect on every concern placing insurance.

Mr. Potter said that most agents do not know how or are too lazy to meet assessment competition. He declared that local agents in their local organizations should develop arguments and treat the question locally. Every local board, he said, should list the names of the business concerns in its bailiwick and tell whether they carry stock insurance 100 percent, mutual or part stock and part mutual. Mr. Potter said that the insurance folks have been derelict in their duty in not getting the women of their families interested in purchasing only household supplies and articles from stores that had 100 percent stock insurance or articles whose manufacturers carry 100 percent stock insurance.

Mr. Potter said the time had come when the list of silent salesmen shown by mutuals should be curtailed. He said that the mutuals are using the names of prominent concerns that are

(CONTINUED ON PAGE 15)

Branch Office System Is Attacked by the Agents

At the mid-year conference of the National Association of Insurance Agents, President Percy H. Goodwin turned the chair over to Executive Chairman W. B. Calhoun and spoke from the floor as a member on branch offices. Mr. Goodwin said that this is a subject that is rapidly coming to the front. There is no concerted action, he said, to curb the practice. He made the astounding statement that if present conditions continue for a few years the American agency system is gone because of the growth of the branch office plan.

Majority Favor Agency System

Developing his subject, he said, "The big majority of companies are not in favor of the branch office system. I believe that 90 percent are honestly and sincerely opposed to it. They desire a continuation of the agency plan. We are not condemning branch offices in certain cities because the local agents there have allowed them to develop. The agents were not alert to the peril of the times. Non-policy-writing agents are developed by the branch office plan. Show me a branch office and I will show you an increasing number of solicitors of all kinds. The branch office is not merely confined to large cities. It is now being established in medium sized points. If the branch office system prevails it eventually means the reduction of commissions to standard agents and putting them all in the same grade as brokers and non-policy-writing agents."

Two Different Systems

"There are some executives that undoubtedly favor the true English system, allowing 10 percent to the assured where business is placed direct, or allowing the solicitor 10 percent if he handles the business. Others want all producers put on the 10 percent basis and no commission paid the assured. The danger in the branch office system is that companies now believing in the agency plan will be forced to establish branch offices to hold their business and compete with companies that have adopted this system. A company establishes a branch office. It gets a number of solicitors. It gathers in considerable business. Other companies feel that they must meet this competition. Some companies have cancelled general agency contracts, put in branch offices and appointed solicitors of all kinds."

Some Practices Are Revealed

"We have found that some branch offices have promised a more favorable rate in workmen's compensation with the argument that they are paying their solicitors less than the regular agents and therefore the less acquisition cost will be reflected in a more favorable rate. Some branch offices will develop business through their special agents and turn it over to an agent or solicitor, allowing 5 percent commission. This will be the trend of the future unless the organized agents fight it."

"There will not be a regular standard commission agent in Philadelphia in two years unless the present branch

office system is checked. A horde of solicitors and brokers have been developed by the branch offices in that city. More companies are putting in branch offices in order to meet the competition. The acquisition cost for dwelling business will run up to 60 percent or more. The branch office plan will be put into effect in Pittsburgh, Harrisburg and Wilkes-Barre. This is a very formidable movement.

"How about cities of 25,000 people or under? If the branch office extends itself in the cities it will soon reach the smaller points. Regular agents everywhere will find themselves stripped of their business."

Companies Should Be Named

"I think the time has come when the National Association of Insurance Agents should come out boldly and name those companies that indisputably, indefatigably and honestly want the agency system to continue. I believe that we should get concrete facts as to what companies are doing to extend the branch office system. The only way in my opinion to meet this situation is for the agents to band together and represent companies that are 100 percent for the agency system."

H. R. Manchester of Cleveland said the Cleveland Insurance Board has adopted rules that he feels will meet the branch office situation. He declared that in his opinion local communities through their local boards will have to take drastic measures to curtail this movement.

Richardson Gives Views

D. E. Richardson of Toledo, O., said that in his city there was danger of the extension of branch offices. There were three branch offices there and all had non-policy-writing agents. He said that he did not believe the branch offices were getting the results they expected. He suggested that it might be better to allow these branch offices to be service offices and local boards control the appointment of their sub-agents. In other words, they should be members of the board, complying with its rules.

Wants Association More Militant

H. E. McKelvey of Pittsburgh said that it is time that the National association assume a more militant attitude in its campaign against dangerous movements. He declared that the time has arrived when the sheep must be separated from the goats so far as the companies are concerned. The agents must know how the companies are lining up on these important questions. If a company is running counter to the fundamental principles of the agency system in one place, it will do it elsewhere, he said. He said companies that are not in line should receive no support. In Pennsylvania, he declared, members of the state association will drop companies that are not pursuing a friendly road.

Albert Dodge of Buffalo said the time had arrived when agents should consider very carefully whether they should

(CONTINUED ON PAGE 15)

Auto Fire Rates Higher This Year

Theft Rates About Same—Colli-
sion Increased in Some
Sections

1931 MANUAL NOW OUT

Broad Form of Theft Cover May Be
Sold in Almost All
Territory

NEW YORK, March 25.—Representatives of companies holding membership in the National Automobile Underwriters Association in all parts of the country were in possession of the new automobile rate manual on the morning of March 23, at which date the revised tariffs became immediately effective.

Considered the country over the net effect of the new rates is to increase slightly the charge for the fire feature, and to continue the former level for the theft hazard.

In the eastern territory there is a slight advance in the fire rate, while the basis for the theft cover has been importantly altered.

Changes in West

In the western jurisdiction the fire rates show an advance, and a 10 percent increase applies to the collision feature. Theft rates remain virtually as before.

Fire rates have been advanced in the south, while former theft and collision charges continue as formerly.

Virtually no change in any feature of the indemnity has been decreed for the Pacific Coast.

In the west there is a general increase of about 14 percent in automobile fire rates; 10 percent in full coverage collision, 5 percent in deductible collision and the theft rates are about the same. The new rates are in effect in Colorado, Illinois, Iowa, Kentucky, Minnesota, Nebraska, New Mexico, North Dakota, Ohio, South Dakota, Tennessee, Wisconsin and Wyoming. In addition there are four so-called filing states—Indiana, Missouri, Kansas and Oklahoma—in western territory, in which department approval of the new rates must be obtained.

Fire Increase Surprising

Perhaps the most surprising feature of the change to the agent is the increase in fire rates. This is occasioned, according to official explanation, by the heavy loss ratio in that department during the last three years, and especially during the last year. One explanation of the mounting loss ratio is the theory that people are retaining their old cars longer than normally and with natural human indifference to the deteriorating article, owners do not keep the cars in good repair, probably neglecting to maintain the oil at the proper level or permitting the oil to get too thin. Fur-

(CONTINUED ON PAGE 15)

Agents Declare I. U. B. Is Unfair in Its Methods

The Interstate Underwriters Board came in for an airing at the mid-year conference of the National Association of Insurance Agents at Nashville. President Goodwin announced that the executive committee had authorized the appointment of a special committee to confer with the I. U. B. in the effort to bring about improvement. He said that this committee would be composed of agents of large caliber, of high intelligence and wide information. He said that there is urgent need of bringing the I. U. B. into line with recognized agency practices. H. R. Manchester of Cleveland said the I. U. B. is a voluntary organization of companies to compete for risks in multiple locations. He

said the I. U. B. grants nothing much but what was available before the enterprise came into being. He said that the adjustment of premium is made at the end of the year instead of every month. Furthermore there is a plan used for getting a so-called average rate which Mr. Manchester condemns. He said that the machinery of this organization opens up possibilities of great danger. Fictitious values can be filed, dummy locations can be given. In this way a rate may be juggled. The I. U. B., he said, covers with a blanket form a concern having five or more different locations.

Argument for Lower Rates

Because a concern is written for 100 percent of value and there is a better general supervision over the scattered properties, it is the opinion of the management of the I. U. B., he said, that this justifies a preferential rate. It is declared that these risks are brought up to a better standard through more efficient supervision. Mr. Manchester said that there is some justification in this argument.

Says Laws Are Violated

There is no pooling of the business. Each company can operate independently or in groups of their own. Mr. Manchester said that in Cleveland a fictitious location had been brought to light in order to get the I. U. B. coverage. He stated that with the lower average rate the anti-discrimination laws of states are violated as are the resident agency laws. He said that the agency license laws are violated where an agent or broker is not licensed and is placing the line.

Predicts Rate Wars

Mr. Manchester said that ultimately if the I. U. B. continues its present system there will be old time rate wars. Powerful groups, attracted by the I. U. B. system and seeing its possibilities, desiring to attract multiple line risks can withdraw from the organization and write independently. Thus if groups are pitted against one another in competition for business, a rate war will result. Mr. Manchester declared that he had found that in some instances the average rate had been cut from 30 to 50 percent. He sees much danger to the agency system if these methods are continued.

Bryson Jones' Observations

R. Bryson Jones of R. B. Jones & Son of Kansas City, who ably defended the Interstate Underwriters Board at the Dallas convention, had a different story to tell at Nashville. He said that he had changed his mind as to the operations of this organization. The question with him is whether these danger lights will be changed. He declared, as Mr. Manchester did, that rate wars are imminent because of greed and incompetence. Mr. Jones acknowledged there is a need for a system to meet changes in business and the method of taking care of insurance of scattered locations. Insurance must meet these new demands, he said. However, he declared, there must be a convenient and safe form. Unless regular local agents have facilities for taking care of these properties, competitors that are active

will grab the insurance. The I. U. B., he said, has wonderful possibilities but it is beset with great dangers unless it is conducted conscientiously, ably and honestly.

Mr. Jones said that at the beginning he thought it was an organization sincerely put in operation to save business for local agents.

Plan Was Changed

In the first place, the I. U. B. said that the commission would be 15 percent to the writing agent. It then changed to 15 percent on the property in his immediate vicinity but allowed 10 percent elsewhere. Mr. Jones said that no office can get by with 5 percent over riding commission. The agency capable of handling these big lines should be rewarded accordingly. On tornado insurance the commission was formerly 20 percent and is now 15 percent. The companies thus save 5 percent commission on the form of indemnity. Mr. Jones made the astounding statement that frequently companies do not pay the 5 percent over riding commission to resident agents unless they demand it. Very often there is no local agent represented and hence no commission is paid. Frequently as much as 10 percent is saved in the commission. Mr. Jones said on the business in his office

Reciprocity



WELLINGTON POTTER, Rochester, N. Y.

Wellington (Duke) Potter, well known local agent at Rochester, N. Y., and former field man for the Travelers, made a big hit at the Nashville convention of the National Association of Insurance Agents in his talk on reciprocity. Mr. Potter believes in favoring those enterprises that buy 100 percent stock insurance. "Duke" Potter is one of the outstanding exponents of this plan.

the companies had saved 11.14 percent on the fire business and 8.56 percent on tornado.

The agency, he said, is called on to make the entire sacrifice. This plan, he said, is a fine thing for companies and for some agents and brokers that are endeavoring to use the I. U. B. to control business. Mr. Jones continued,

(CONTINUED ON PAGE 44)

Tells Functions of Laboratories

President Pierce in Fine Exposition at Agency Meeting in Oshkosh, Wis.

PUBLIC SERVICE AGENCY

Engrossing Tale of Development of Safety Standards Told Before West-Nevitt Office

A vivid picture of activities of the little understood Underwriters Laboratories of Chicago was presented by Dana Pierce, president, in an engrossing talk at an insurance conference in Oshkosh, Wis., March 25.

This is an annual event arranged by the West-Nevitt agency of Oshkosh for the benefit of merchants and manufacturers there and is attended by all field men and some managers of companies represented in the agency. The purpose is to further insurance and acquaint assureds with the subject. The title of Mr. Pierce's paper was "What and Why Is Underwriters Laboratories?"

No Strings Tied to It

He stressed that although it is owned by insurance companies, there are no strings tied to it and the work is carried on on an idealistic plane of public service.

"Underwriters Laboratories could not exist, or at any rate its present reputation and influence, if its findings were controlled by a narrow policy dictated by the companies to suppress the facts developed in researches and tests for their own supposed selfish purposes," he said.

"The laboratories' engineering opinions are not reviewed by the insurance companies or dictated by them. They, therefore, remain engineering opinions, be they good or bad, and on this basis alone do they ask or deserve consideration."

Cooperates With Manufacturers

The description of the manner in which the laboratories cooperated with electrical manufacturers in developing and testing electric motors which could be used with immunity in explosive atmospheres was highly interesting. He emphasized the importance of this development, as many industries have need for such motors. They are used by oil refineries and large plants of all descriptions, dry cleaners, garages, medical men in hospitals, where the ether hazard is considerable; grain, flour, cocoa, starch, aluminum powder and many other industries involving the explosive risk, all places using pyroxylin, lacquers, etc.

Avoids Much Confusion

"One explosion might easily cause a loss far greater than all this cost," Mr. Pierce said. "What state or city could do such a job for itself? Even if it could, the results would not be generally known and applied and a confusing variety of rule and practice would inevitably follow."

Mr. Pierce said it is not generally known that the laboratories cooperate with automobile manufacturers by reviewing at factories the designs of all new cars with reference to fire and accident hazard, and important changes frequently are made before cars are put on the market, with, he said, a notable improvement in fire and accident records.

CONDENSED NEWS OF WEEK

New manual of automobile fire, theft and collision rates issued. **Page 3**

Wellington Potter of Rochester, N. Y., in his Nashville address arouses much interest in his program of business reciprocity. **Page 3**

President Percy Goodwin of the National Association of Insurance Agents calls attention to the growing danger of branch offices. **Page 3**

Practices of the Interstate Underwriters Board are criticized at the mid-year conference of the National Association of Insurance Agents. **Page 4**

President Goodwin, National Association of Insurance Agents, is attempting to get companies on record agreeing to confer more readily with agents. **Page 6**

Classification of companies becomes a live subject at the meeting of the National Association of Insurance Agents. **Page 8**

President Percy Goodwin of the National Association of Insurance Agents is taking up important matters on his eastern trip. **Page 8**

Inaccuracy in U. & O. rating method discussed by T. C. Underwood of America Fore at meeting in Chicago of Examiners Association. **Page 10**

Engrossing tale of development of safety standards told by President Pierce of Underwriters Laboratories at meeting of West-Nevitt agency in Oshkosh. **Page 4**

Detailed program announced for southern regional meeting of Insurance Advertising Conference. **Page 10**

New York alliance of carriers and auto dealers on repair work excites wide interest. **Page 31**

W. E. Harrington, chairman of the committee of the National Association

of Insurance Agents, who took up the commission question with the National Bureau of Casualty & Surety Underwriters, predicts that another conference will be held in the near future. **Page 33**

Important hearing on automobile rate regulatory bill in Michigan. **Page 5**

The Liverpool & London & Globe has discontinued its farm department covering the mid-western and southern states. **Page 6**

Question whether decision for National Surety in famous Hare & Chase case will be appealed. **Page 34**

Commissioners' sub-committee holds New York hearing on amendment to constitution of National Council on Compensation Insurance. **Page 35**

Clyde B. Smith discusses casualty situation at Florida agents' meeting. **Page 35**

President Goodwin of the National Association of Insurance Agents deplores handling of Boulder Dam contract bond without paying agents' commission. **Page 33**

Homer H. McKee, president of the Detroit Fidelity & Surety, has resigned. **Page 35**

General Manager Beha asks members of National Bureau of Casualty & Surety Underwriters to renew pledges to abide by its rules and practices. **Page 33**

Surety companies puzzled by questionable sent out by Chicago court. **Page 36**

Norman R. Moray, chairman of the board of the Home Indemnity, Southern Surety and Southern Fire, is retiring from those companies. **Page 34**

C. W. French of Chicago, in charge of the western department of the Seaboard Surety, has been called to the home office as vice-president in charge of production. **Page 34**

Big Controversy Over Motor Rates

Important Hearing at Lansing on the Automobile Rate Regulating Bill

AGENTS OPPOSE MEASURE

Michigan Mutuals and Reciprocal Charge That Big Companies Desire to Crush Them

LANSING, MICH., March 25.—Spokesmen for the organized agents of the state condemned the Rushton automobile rating bill at a public hearing before the senate insurance committee and part of the house committee. They were furnished some able opposition, however, by an extensive array of legal talent, together with a few company officials, representing the Michigan mutuals and reciprocals which are supporting the bill.

Imposition on Public

The measure, which would place in the insurance commissioner's hands complete supervision of auto rates, was declared an imposition on the public by the agents, who pointed out that there is no public demand for state interference with the existing competitive situation. The Michigan carriers' representatives dwelt mainly on the eventual effect of present low stock company rates, contending that the home specialty companies in many cases will be wrecked and that the big eastern companies will elevate their schedules to make up for the losses they have been taking recently.

Amendment Is Proposed

S. Q. Pulver, Owosso, counsel for several of the home carriers, offered the only amendment, a change which would provide for establishment of a non-partisan rating bureau in which the insurance commissioner would hold the balance of power. He said that with this amendment the bill would be favored by the American Mutual Alliance, although this organization's Michigan member has previously taken no active part in the controversy roused by the measure.

Many Speakers Heard

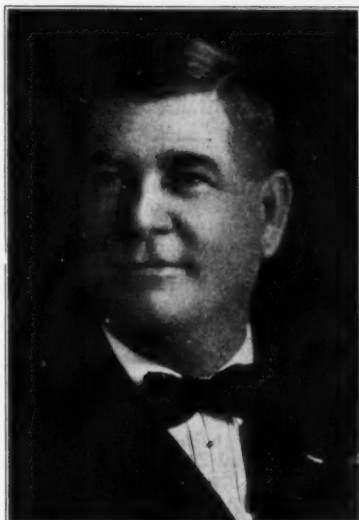
Among the speakers for the Michigan Association of Insurance Agents were G. Leo Weadock, Saginaw; George Lieber and George W. Carter, Detroit. Other speakers opposing the bill were John Lovett, manager Michigan Manufacturers Association, and R. W. Newton, representing the state farm bureau. For the Michigan carriers, besides Mr. Pulver, there appeared Congressman Seymour Person, Lansing; Burt Cady, Port Huron lawyer; W. E. Robb, secretary Citizens Mutual Automobile, Howell.

Question as to Rates

There was considerable questioning of speakers by the committee members, Senator Rushton and Representative Miles Callaghan attempting to bring an admission that the big companies cut Michigan rates purely for competitive purposes. The agents' spokesmen insisted that lower collision and fire and theft rates were justified by the economic trend while casualty rates tend to higher levels. Mr. Lovett scored a telling blow for the agents when, asked by a committee member whether maintenance of present stock company rates for two more years would not put

(CONTINUED ON PAGE 44)

Leader in Blue Goose Dies of Long Illness



DAVID L. MCCOY

David L. McCoy, South Dakota state agent for the North America, and past most loyal grand gander of the Blue Goose, died at the home of his sister, Mrs. Mary R. Wuester, in Wichita, Kan., after a lingering illness. Mr. McCoy, whose home was in Sioux Falls, S. D., had been spending the winter in Wichita, seeking to regain his health. He was 59.

Funeral services were held in Beattie, Kan. The official representative of the North America at the rites was H. T. Stephen, the company's state agent in Kansas. Also attending was L. G. Spies, South Dakota special agent, who had been Mr. McCoy's assistant.

Mr. McCoy served as head of the Blue Goose during the 1929-1930 term and had the satisfaction of bringing the grand nest gathering to Rapid City in his state last fall. At that time, it was very evident that Mr. McCoy's health was not good and his many friends in

Home Group Retains Lead in 1930 Net Fire Income

Net fire insurance premiums written in 1930 by 54 groups amounted to \$547,413,675, according to figures reported to the New York department. In 1929 the companies comprising the same groups reported net fire premiums of \$601,434,691. The reduction is \$54,000,000 in 1930 from 1929, or approximately 9 percent. These figures do not include automobile, marine and other classes. The Home group leads by a margin of about \$9,000,000 over the America Fore. Crum & Forster is third; Royal fourth.

Figures are not given for the Fred S. James companies, because the business written through that office for two of the companies listed in 1929 was included in the totals of two reinsurance companies in 1930. The Importers & Exporters group is omitted because the Mohawk Fire became inactive and the Public Fire group is not listed because the company's running mate does not operate in New York.

It is pointed out that changes in the amount of net fire premiums from 1929 to 1930 are not entirely due to the amount of business written through agency channels. Some companies retained a larger proportion of their premiums, at the expense of their treaty companies. Accordingly companies which adopted this practice do not show a reduction as great as those which ceded their customary allotment of business.

The total net fire premiums for the groups for 1930 and 1929 appear herewith:

Groups—	1930	1929
Home	\$54,635,747	\$56,014,655
America Fore	45,073,583	52,706,064

Groups—	1930	1929
Crum & Forster	31,922,033	36,571,878
Royal	30,879,064	33,815,119
Hartford	30,707,692	33,875,530
E. C. Jameson	24,427,131	25,936,777
Ins. Co. of N. A.	21,801,248	23,431,670
Firemen's	20,719,738	21,189,090
Aetna	18,894,130	21,315,390
Great American	18,721,366	21,687,446
National, Conn.	15,865,839	16,846,046
Corroon & Reynolds	15,782,522	14,677,877
Phoenix, Conn.	14,551,550	16,316,321
North British	14,313,311	16,860,141
Springfield	13,081,907	14,372,234
Commercial Union	12,979,457	14,862,861
Fireman's Fund	12,945,333	13,621,011
American	10,029,292	12,105,833
Fire Association	9,003,712	10,036,492
St. Paul	7,946,749	9,037,046
National Union	7,009,530	8,312,064
Glens Falls	6,519,889	7,088,461
London & Lanc.	5,653,445	6,041,534
Phoenix, Eng.	5,420,717	6,393,506
Meserole	5,352,639	5,884,496
E. G. Pieper	5,330,443	6,292,951
New Hampshire	5,213,024	6,114,502
Agricultural	4,671,442	5,024,118
Prov. Wash.	4,667,944	4,859,570
Boston	4,505,101	5,548,683
Automobile	4,487,567	4,715,992
Security, Conn.	4,336,491	5,086,459
Svea-Skandia	4,185,674	3,586,370
Scottish Union	4,024,251	4,199,913
Northern, England	3,931,386	4,542,140
Atlas	3,631,591	3,951,735
Hanover	3,606,818	4,409,999
Sun	3,519,760	3,561,720
General, Wash.	3,479,546	3,370,327
Frederickhuysen	3,445,759	3,375,697
Norwich Union	3,075,194	3,429,733
Merchants, N. Y.	3,030,334	3,308,904
Royal Exchange	3,008,704	3,323,008
Dubuque	2,986,651	3,248,097
London	2,778,958	3,199,458
Yorkshire	2,731,362	2,414,605
Globe Und. Exch.	2,445,990	759,086
R. R. Clark	2,410,913	2,613,363
Tokio	1,904,372	2,439,825
Chicago F. & M.	1,864,740	1,951,388
Lumbermen's	1,660,807	1,714,698
Sussex	1,039,292	537,127
Ins. Securities	662,544	634,875
New Zealand	549,393	634,821

Bureau's Regional Field Meeting at Lake Wawasee

The regional meeting for the seven eastern field clubs of the Western Insurance Bureau is to be held at Lake Wawasee, Ind., June 24-25, according to Ralph Danforth, acting chairman of the field club committee of the W. I. B. The regional meeting plan was instituted last year when gatherings were held at Lake Wawasee and at Lake Okoboji, Ia. The clubs which will meet at Wawasee are Michigan, Ohio, Indiana, Illinois, Wisconsin, Kentucky and Tennessee.

Famous Telegram Author at Nashville Meeting

Thomas C. Hayes of Griffin & Co., Charlotte, N. C., was present at the meeting of the National Association of Insurance Agents at Nashville. He gained national fame a few weeks ago by his celebrated telegram that he sent to the governor of North Carolina, asking him to prorogue the legislature for ten years before it did any further damage. Mr. Hayes said that his telegram arrived there just at the time that the workmen's compensation monopolistic bill was up. He did not intend the telegram to apply to that measure but to a bill in which some cities were interested for betterment of municipal conditions. However the compensation bill got the credit for this famous telegram. Mr. Hayes said that Attorney Allen of the American Reciprocal Exchange of Kansas City, who lobbied against the monopolistic measure, sent a telegram to his office, giving 90 percent credit to the local agents for defeating the bill.

Some Snap Shots Taken at the Midyear Agency Meeting

At the Nashville convention of the National Association of Insurance Agents the executive committee room was Suite 711. That number attracted wide attention, especially with the crap shooting fraternity.

Rabbi Julius Mark of Nashville gave the invocation.

Fred M. Burton of Galveston, Tex., former president of the Texas association, surprised the audience by acting as accompanist on the piano when "Big Bill" Calhoun led the singing.

A. A. Klinko, former assistant secretary of the National association and now publicity manager of Corroon & Reynolds, shook hands with a number of old time friends.

Apropos of the meeting at Nashville it was stated from the floor that E. M. Polk of Corsicana, Tex., president of the Texas association, is a direct descendant of President James K. Polk, whose tomb is on the state house grounds in Nashville.

E. H. Forry of Indianapolis and Mrs. Forry left Nashville for a two weeks' stay at Pass Christian.

There were 350 registered at the desk and 486 attended the banquet at the historic Maxwell House across the street from the Noel.

President Goodwin and Executive Chairman Calhoun did team work in reading the report of the administration.

At times President Goodwin would call on Mr. Calhoun to preside.

The Nashville agents offered a \$5 gold piece to the successful member for prompt attendance. At the first session Sidney O. Smith of Gainesville, Ga., won the prize. At the second session John M. Dean of Memphis, president of the Tennessee association, was the winner. At the third session S. G. Ostot of Asheville, president of the North Carolina association, won. A young woman in the playlet from Memphis awarded the prize Thursday morning and kissed Mr. Ostot as he was handed the \$5 gold piece.

Phil Braun of Flint, Mich., and Mrs. Braun left Nashville on a motor trip to Florida. They took with them W. P. Robertson of Chicago, assistant manager of the North America, who will visit the church fraternity in the Babson Park district.

President P. B. Hosmer and Manager Ernest Palmer of the Chicago Board, attended the meeting.

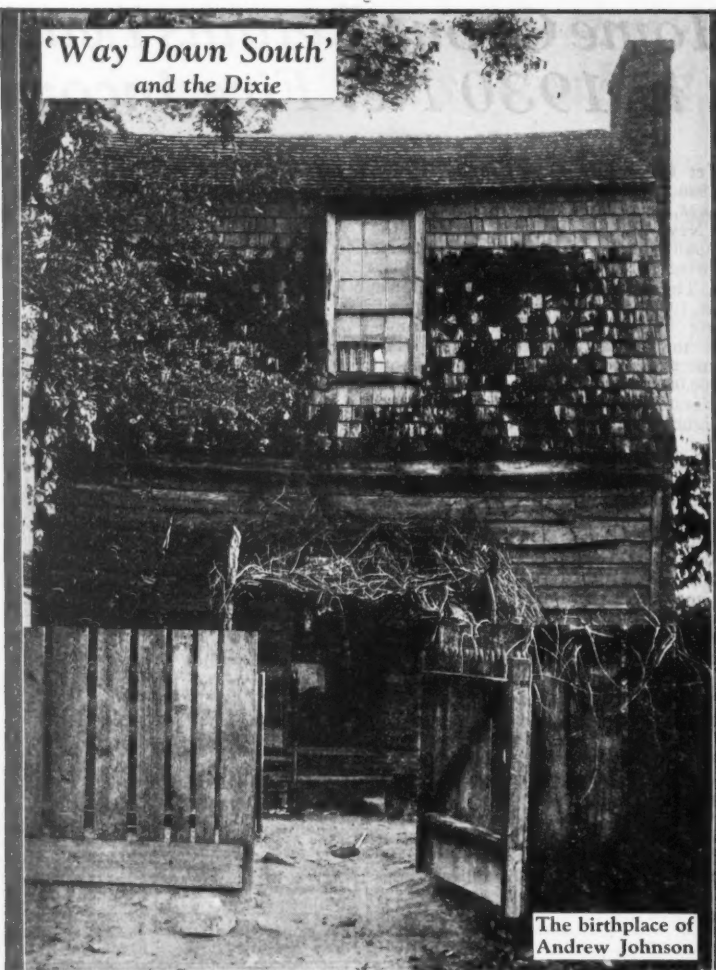
Secretary W. H. Bennett intrigued the ladies to a great extent on account of an artistic arrangement of his hair, which seemed to indicate that he had a marcel or permanent wave.

John P. Old of Sault Ste. Marie, Mich., one of the stalwarts in the Michigan association, attended his first national meeting for some time.

Eugene Battles, president of the Los

(CONTINUED ON PAGE 44)

'Way Down South' and the Dixie



The birthplace of
Andrew Johnson

RALEIGH North Carolina

FOUNDED in 1792, and named for Sir Walter Raleigh, the City of Raleigh, North Carolina, has been built upon an elevated site around a beautiful park of four acres. The City is divided into four sections by four wide streets leading from this central park.

Raleigh is the Capital of North Carolina and we find here the capitol building—dating back to 1840, built of granite from a nearby quarry owned by the State—the State Supreme Court, Law Library, Museum, Administration and Agricultural Buildings, as well as most of the State Institutions and a National Cemetery.

In Pullen Park will be found the house in which Andrew Johnson was born, while among the numerous ante-bellum mansions still standing is the home, built in 1760, of Joel Lane, from whom the State purchased the site of the City.

It is an important educational centre, with eight colleges and numerous private schools. There is an abundance of hydro-electric power which promotes industry—the principal products using cotton and leaf tobacco which are raised in the vicinity. These are supplemented by the large railway shops of the Seaboard Air Line and the Raleigh and Southport Railroad, the publishing of 50 periodicals and newspapers, and the home offices of five insurance companies.

The DIXIE FIRE INSURANCE COMPANY Greensboro, N.C.

Organized 1906
Surplus to Policyholders \$1,186,927.14
ONE OF THE AMERICAN GROUP

L. & L. & G. Withdraws From Field of Farm Insurance

ANOTHER LEAVES MISSOURI

Remaining Companies Hope Agents
Will Be Impressed With Necessity
of Real House Cleaning

NEW YORK, March 25.—Official announcement is made of the discontinuance by the Liverpool & London & Globe of its farm writing department at Chicago, which has jurisdiction over the business in the midwestern and southern states. Local representatives are being apprised of the move this week, in order to afford them ample opportunity to conclude other arrangements for taking care of their farm risks. The management expresses its keen appreciation of the loyal support accorded by the agents to the administration in its efforts to underwrite this class of business upon a satisfactory basis.

Convinced Reform Impossible

F. S. Dauwalter has been head of the L. & L. & G.'s farm department at Chicago. The company has not been a member of the Farm Association, but its practices have been thoroughly in harmony with members of that organization.

It is known that for several years the L. & L. & G. has been revising its farm writing methods in an attempt to develop a system which would put the business on a profitable basis or at least eliminate the loss in it. But the executives are now convinced that reform is not possible until there is an improvement in farming itself.

Another company is exhibiting signs of skittishness and is withdrawing its farm writing facilities from northern Wisconsin and Missouri.

Effect of Retirements

One effect of these retirements will undoubtedly be to impress upon farm writing agents the gravity of conditions in the farm insurance business, if they are not already so impressed. Those agents who have been slow to enter into the spirit of the program of reform laid down by the Farm Association may be prompted by the retirement of these companies to put their houses in order and cooperate fully with the companies remaining in the field.

The principal item in the reform is the reduction of insurance to value on farm property. The business of accomplishing this reduction is now in progress. Members of the Farm Association came to the conclusion that money could not be made and losses could not be averted if the amount of insurance placed was not measured strictly by present-day values and especially by the utility of the property insured. There seems to be cause for real alarm in the elimination of these latest farm writing facilities. The market is much curtailed and there is every reason to believe that it will be further curtailed unless the agents whole-heartedly devote themselves to the task of reducing the loss ratios.

Goodwin Will Develop Conference Idea Further

WANTS COMPANY SANCTION

National Agency President Will At-
tempt to Get Executives to Espouse
the Movement

President Percy Goodwin of the National Association of Insurance Agents at the Nashville convention stated that during his stay in the east he will endeavor to develop the conference plan among the companies. Mr. Goodwin feels that this is an important matter. He wants to get companies that are willing to have conferences with agents on record. He says he has 21 such companies already pledged to his plan. He feels that companies, both casualty and fire, should be ready to confer with recognized agency committees, through local boards, state associations or the National association. He said that companies will find that if they confer with agents on important matters of mutual interest harmony will be created and there will be less friction. During the next 30 days he said that both he and W. B. Calhoun, chairman of the executive committee, will do much work in this regard.

Sun Men in Conference

Nineteen field men in the western department of the Sun are in Chicago this week attending their annual spring conference. Tuesday evening John Dulaney, Oklahoma state agent, was the honored guest at a banquet. He has just completed 25 years' service with the Sun. He was presented with an engraved resolution and a silver set.

The conference is in charge of John F. Stafford, western manager, and C. W. Ohlsen, assistant western manager. J. A. Brennan, head of the Chicago office of W. H. McGee & Co., the New York marine firm, and R. W. Troxell, president Illinois Association of Insurance Agents, were guest speakers.

Shipley With National Union

G. L. Shipley of Des Moines, special agent for the Morrison & Co. general agency of Omaha, has been appointed special agent of the National Union in eastern Iowa. He will work under State Agent C. A. Jeffrey of Omaha.

Providence Washington Rally

Vice-president Fred B. Luce of the Providence Washington is in Chicago this week for a conference of western department field men. Also attending from the home office is D. C. Bowersock of the company's marine department. J. R. Cashel, western manager, is in charge.

W. S. Wilkinson Dies Suddenly

W. S. Wilkinson, vice-president and general manager of the Underwriters Fire of Rocky Mount, N. C., died Monday after an illness of but a few hours. Mr. Wilkinson had also been a local agent in Rocky Mount for many years.

Membership Responsibility

The executive committee of the National Association of Insurance Agents at the Nashville meeting recommended a membership responsibility pledge. The committee used the coalition committee pledge as the basis but revised it to some extent. It was read to the membership and adopted. It will be sent out to all members for signature and no new member will be admitted to a state association unless he has signed this pledge. At the end of the pledge is to appear a list of the companies represented by the signer. Then the entire premium income of the agency is recorded. These figures are to be kept

confidential by the national office. The membership responsibility pledge is as follows:

"In fulfillment of the duty resting upon every insurance agent to aid in preserving the American agency system and in conformity with the constitution and the principles and purposes of the National Association of Insurance Agents, the undersigned hereby pledges upon honor to support such principles, practices and policies as may have the approval of said association and its executive committee and to take such action in support thereof as may be directed by said executive committee."

"By Postal Telegraph the entire world is linked to my desk...facts upon which to base my decisions are within easy reach. And a Postal Telegram always gets instant attention."



QUICK...

GET THE FACTS

...by POSTAL TELEGRAPH

...In the world of insurance where judgment waits upon facts and good business waits upon both...Postal Telegraph waits upon YOU

SPEED...that's it...speed. Speed that allows you to cover the entire country in a few clock ticks, carrying your messages everywhere and bringing replies in a jiffy... Speed with accuracy...speed with dependability by Postal Telegraph.

Postal Telegraph reaches out to 70,000 cities, towns and villages in the United States, to 8,000 in Canada and beyond, to the entire world through the great International System of which Postal Telegraph is a part.

Through its perfectly coordinated network of communications Postal Telegraph has

tied the world to your desk. Use Postal Telegraph...it's fast...it's accurate...it's dependable. It always provides a record for future reference.

Postal Telegraph is the only American telegraph company that offers a world-wide service of coordinated record communications. Through the great International System of which Postal Telegraph is a part, it reaches Europe, Asia,

The Orient over Commercial Cables, Central America, South America and the West Indies over All America Cables, and ships at sea via Mackay Radio.



THE INTERNATIONAL SYSTEM

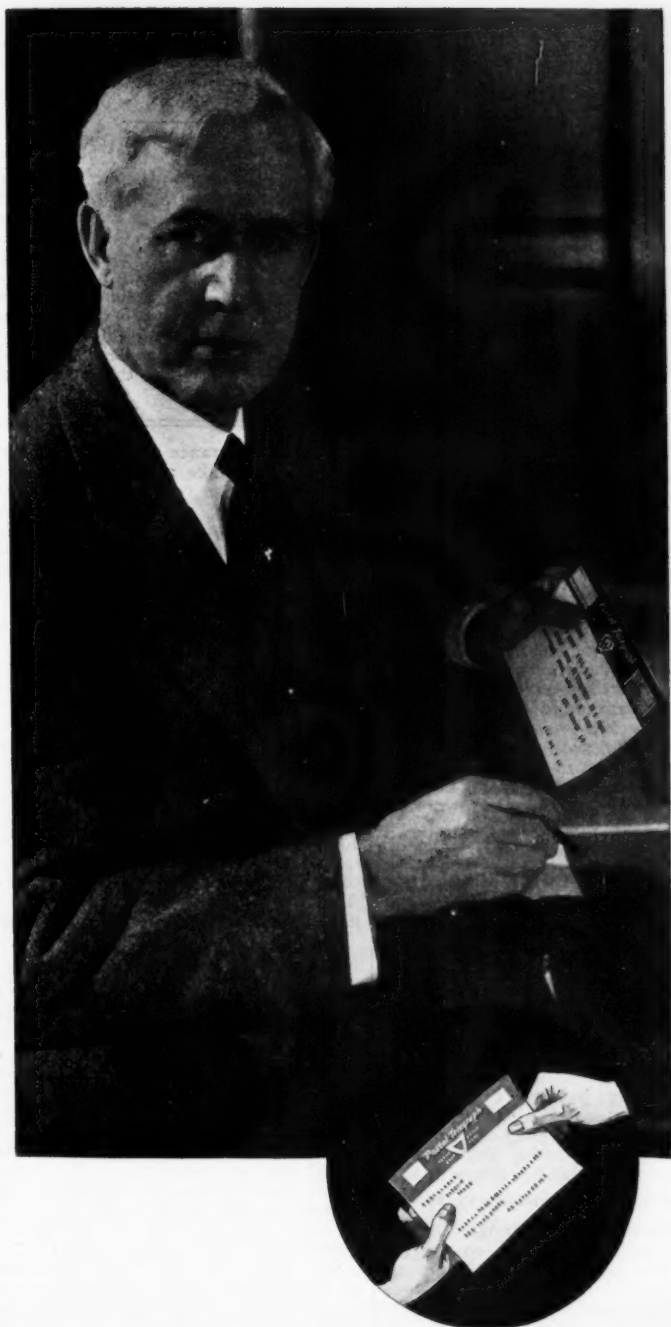
Postal Telegraph

Commercial
Cables



All America
Cables

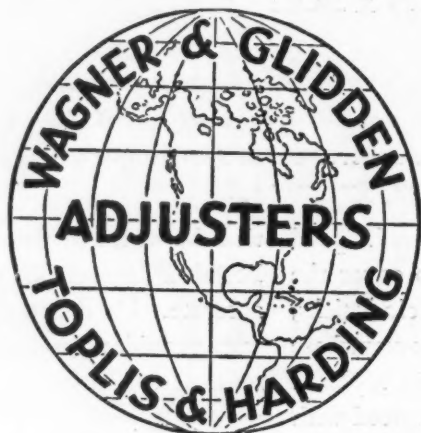
Mackay Radio





SERVICE UNEQUALED

ALL OVER THE WORLD



An organization of specialists in the handling of all claims, including—

AUTOMOBILE — AVIATION — USE & OCCUPANCY—FIRE—TORNADO—RENTAL — SPRINKLER LEAKAGE—FURS—JEWELRY—ALL RISK BURGLARY — LIVE STOCK — BLANKET BONDS — RADIUM—FINE ARTS.

**CHICAGO — NEW YORK — PHILADELPHIA
LOS ANGELES—SAN FRANCISCO
MONTREAL—LONDON—MANCHESTER
STRASBOURG—ANTWERP—GENOA
ALEXANDRIA—CAIRO—SHANGHAI
PARIS—MARSEILLES—NICE**

Represented in every principal city in the world



Company Classification Becomes a Live Subject

GANDY URGES SHARP LINEUP

**National Association of Insurance
Agents May Include All Members
of Fleet Liabile**

The mid-year meeting of the National Association of Insurance Agents at Nashville proved to be one of the most impressive and helpful in the history of the organization. The subjects discussed were major ones. They were dealt with by masters. The agents were all interested in the treatment of these topics. The assembly hall was filled at all times. President Percy Goodwin frequently injected some pointed remarks and observations on what had been said. At one time he called Executive Chairman W. B. Calhoun to the chair while he dealt with branch office subjects as a member and not as president.

Local Entertainment

The local entertainment was particularly enjoyable. General Chairman C. B. H. Loventhal, W. I. Edwards, president of the Nashville Insurance Exchange and their associates did a wonderful piece of work in looking after the details and handling the guests.

At one of the sessions, C. L. Gandy of Birmingham, Ala., a member of the national executive committee, spoke on classification of companies. Mr. Gandy made the interesting statement that in his opinion sentiment does not enter into insurance transactions and relationship more than 2 percent. There is a lot of talk about business sentiment and loyalty but when it comes to a test Mr. Gandy said that it does not materialize.

Gandy Would Include Entire Fleet

He declared that if one company in a group has been ostracized by the agents for violation of fundamental principles, then all in the group are besmirched. He thinks that the entire flotilla should be excommunicated. Mr. Gandy said that if a company gets off the reservation at one point and runs counter to the agents it indicates a condition of mind that will make its operations everywhere dubious. It is likely to break out at some other point. Such a company, he said, will not hesitate to use any means to win its end.

Mr. Gandy declared that companies should be classified according to their constructive attitude toward the business as a whole. He said that it is up to the agent to reward those companies that have that attitude. He contended that the agents should study the attitude every company assumes toward the American agency system.

Goodwin Would Revise Rule

President Goodwin at the close of Mr. Gandy's remarks declared that he hoped that by the time of the Los Angeles convention, the National association will develop a rule that if any member of a fleet has been declared in violation of the principles of the National association, then all members of the fleet will be included. He feels that it is inconsistent to keep some members of a fleet on the so-called "white list" while another in the fleet has been branded with the scarlet letter. He said that this rule should also be extended to general agencies representing any member of a fleet.

Saint Tells of Louisiana Fight

J. D. Saint of Baton Rouge, La., recited the fight that had been precipitated in his state where one group attempted to hold the business developed by a former general agent. The general agent took the ground that the agents had been organized and appointed by him and therefore a former company represented in the agency had no right to go after the local agents. This brought on a real struggle. The

Goodwin Has Intensive Trip for the Next Month

WILL TAKE UP BIG SUBJECTS

President National Association of Insurance Agents Will Visit Number of Points

President Percy H. Goodwin of the National Association of Insurance Agents, after attending the mid-year convention at Nashville, went to Philadelphia and New York, where he will remain for some time. He will take up a number of matters of importance to agents while in the east. On his way home he will stop at Pittsburgh, Chicago, St. Paul and Minneapolis. He will study the Pittsburgh and Philadelphia local situations. He will be at Butte, Mont., April 25. The Montana agents have an organization but it is combined with that of real estate men. Some real estate men are not in the insurance business, hence two divisions have been formed, one for real estate and one for insurance. It is likely that the insurance men will form a separate organization. From there President Goodwin will go to Corvallis, Ore., to be present at the state meeting April 27-28.

Has Explosion Test Station

The Underwriters Laboratories, Chicago, now operates a well equipped explosion test station in a suburb of that city. Massive stone walls have been built and protected pits dug in which explosions with nitro-glycerine and large fires producing great volumes of smoke and poisonous fumes can be conducted with safety. The chemical department of the laboratories supplements by its own special researches the work of all other departments.

Louisiana Insurance Society, Mr. Saint said, did not take a part and was not involved in the controversy. He declared, however, that the management of the fleet attempting to hold the agents will meet defeat. He said in his opinion the former company would not be able to hold 10 percent of the premiums.

Insurance Commissioner Caldwell in his talk said there are some 9,000 agents licensed in Tennessee and there are some 620 companies in the state. There are 35,000 agency licenses issued.

T. S. Ridge, Jr., Kansas City, Mo., gave a report on the work of the central west conference of local agents, one from each state, with the governing committee of the Western Underwriters Association. One of the real accomplishments, he said, was to close the loss adjusting bureaus to participating companies. He said both the Western Adjustment and the Underwriters Adjusting Company have taken this step.

Want Public Speakers

The committee recommended that the companies set aside part of the fund they are using in advertising for the employment of a public relations man at a salary of from \$15,000 to \$25,000 a year to speak to business associations, meetings and conferences at various points. Mr. Ridge said that in the central west a few men of this type could create much favorable sentiment. He stated that at critical times the entire voting power of agents should be mobilized. People should be told that half of the acquisition cost of securing insurance goes back to the community.

Mr. Ridge declared that companies should acquaint agents with the reasons for any action of an important nature. When agents are kept in the dark as to why certain action is taken they are not able to explain the reasons to the public. Mr. Ridge also said that rather than reduce rates it is a good plan to extend the range of coverage.



driving...

for automobile premiums

The vigorous Service backing of a Company which co-operates promptly, sensibly, and to real purpose, is behind all "L. & L. & G." agents in working out their plans for developing 1931 Automobile Insurance business.

Skillful driving for Automobile business will speed up your production—and a part of this skill may consist in the judicious use of various sales helps: mailing enclosures, sales letters, window displays. We have such material available for your use.

In your drive for Automobile premiums, you will find our resources of experience, organization, and equipment a real power back of your selling activities.



THE SATURDAY EVENING POST

DESTRUCTION RIDES THE WIND

NOBODY knows when or where Wind will strike. No State, no month is immune. A tornado here... a cyclone there... just plain "wind" somewhere else. And the net result is damage, destruction... and heavy financial loss for property-owners.

No matter where you live, you should have ample WINDSTORM Insurance. Its cost is small for the protection it secures.

Ask your

ALLIANCE

WINDSTORM

Insurance should cover

BUILDING & CONTENTS

RENTAL VALUE... if the entire year or part thereof is rendered unusable by windstorm or fire.

RENT... if you are unable to occupy your home or business premises by windstorm or fire.

PROSPECTIVE EARNINGS... if you are unable to carry on your business by windstorm or fire.

PROFITS & COMMISSIONS... if you are unable to carry on your business by windstorm or fire.

LEASEHOLD INTEREST... if you are unable to occupy your home or business premises by windstorm or fire.

FINDING profit in the wind for The Alliance Agent.



THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch Street, Philadelphia

CHICAGO
209 W. Jackson Blvd.

SAN FRANCISCO
231 Sansome Street

ATLANTA
8th Floor, Hurt Bldg.

Announce "Ad" Conference Southern Meeting Program

IMPORTANT SUBJECTS LISTED

Company Publicity Men to Gather in New Orleans April 30-May 2 for Regional Rally

Insurance advertising experts from every state south of the Mason-Dixon line and several from the north will attend the southern regional meeting of the Insurance Advertising Conference at the Hotel Roosevelt, New Orleans April 30-May 2.

The question, "Should Insurance Companies, in Their Insurance Journal Advertising, Make Direct Appeal for Agents?" will be discussed in the form of a debate with some of the most successful of the delegates participating. Bart Leiper, advertising director of the Pilot Life, Greensboro, N. C., who is chairman of the New Orleans convention, will preside.

At the luncheon April 30, Lorry Jacobs, Southland Life, a vice-president of the conference, will speak on "Life Insurance and Public Relations."

Program for First Session

The first business session will be held the morning of May 1, with the following program: R. B. Cousins, president San Jacinto Life, "Insurance Advertising in Newspapers;" A. E. Babbitt, actuary Lamar Life, "Advertising Through the Actuary's Eyes;" C. C. Fleming, Life of Virginia, "House Magazines;" W. L. Rawlings, Columbian Mutual, "Securing Prospects Through Premium Notice Inserts;" T. J. Hammer, Protective Life, "Making Your Advertising Do Double Duty;" S. M. Gamble, Volunteer State Life, "Conservation."

Each topic will be followed by a period of discussion from the floor. At the luncheon, Prof. C. W. Pipkin, department of government, Louisiana State University, will speak on "The World Court and American Leadership in Arbitration."

Afternoon Speakers Listed

The afternoon session will include: H. G. Mitchell, Jefferson Standard, "Contests;" R. B. Magee, Lamar Life, "The News of Life Insurance;" C. S. Smith, National Life & Accident, "Insurance Journal Advertising;" S. M. Saufley, Inter-Southern Life, "Booklets and Folders;" John Murphy, Pan-American Life, "Agency Clubs."

A banquet and dance will feature the evening's entertainment, handled, as are other entertainment features, by W. B. Wisdom, Union Indemnity, and John Murphy, Pan-American Life, on the local committee.

At a group breakfast meeting May 2, Wallace Rogers of Gale & Pietsch, Chicago, will discuss what the fire companies have accomplished through the National Board in cooperative national advertising. The business session will feature the debate on insurance journal advertising, and discussions on direct mail, advertising novelties, calendars, and conventions, the discussion leaders being Raleigh Crumbliss, Lorry Jacobs and others now being selected.

Superintendent Baldwin Has Resigned His Position

T. M. Baldwin, superintendent of insurance of the District of Columbia, has resigned to enter another line of work. He will take a rest to recuperate before assuming another position. Mr. Baldwin's health was being impaired and he felt it necessary to get into a different atmosphere. He went into the department as a clerk when Burt Miller was superintendent and succeeded him when Mr. Miller resigned.

Inaccuracy of U. & O. Rating Pointed Out by Underwood

AUTHORITY GIVES HIS VIEWS

Necessity to Study Applications for Seasonal Variations Stressed at Examiners Meeting in Chicago

The rating method used in use and occupancy underwriting is unsatisfactory and inaccurate, but no better plan has been devised, T. C. Underwood, superintendent of agents, western department America Fore fleet in Chicago, told the Association of Fire Insurance Examiners there March 19. He stressed that successful underwriting of this cover depends largely on the adequacy of the rate.

Mr. Underwood, who is an authority on this cover, urged the examiners to study all applications for U. & O. carefully in order to note seasonal variation in earnings of companies. He explained that a department store's suspension in December would affect earnings considerably more than if this occurred in any other month, and frequently would double the loss. Such seasonal industries as canning quite often suffer total loss through a short suspension in the busy season.

Items Which Are Covered

He explained that use and occupancy insures gross earnings, accomplishing for the company during the suspension period what the business would have done had there been no suspension. Included under the items covered are expenses which cannot be abolished, such as salaries of important officials, net profits and income tax.

Mr. Underwood believes agents and brokers in most cases become entirely too technical in explaining U. & O. to prospects and clients. He said the tendency is to open the policy up and start a long explanation of the "patent insides," directing the attention of the prospect to technicalities which he says should be avoided. The true story of U. & O. is simple, he said.

His advice to producers is to accumulate stories of actual U. & O. cases, with dates, names and places.

Advice to Producers

If the file is complete it is probable that some story can be produced which will closely approximate the circumstances of the individual client. Thus the client can put himself in the place of those who actually suffered this loss and draw his own comparison. In following the story of what U. & O. actually did for some company he will thus get in a simple way the story of the protection it affords.

Mr. Underwood believes this strong tendency toward becoming involved in technicalities in presenting this cover is largely responsible for the fact that scarcely 1 percent of the potential U. & O. risks are covered.

Two slates in the Examiners Association are to be voted on at the annual meeting in April, one the "administration" slate and the other the "opposition" group. The administration ticket is: President, H. C. Downing, National of Hartford; vice-president, W. C. Daniels, America Fore; secretary, R. J. Petrick, Atlas; treasurer, W. G. Herb, North America; directors, Edward Hall, Crum & Forster, and W. A. Kruse, Springfield. The other slate will be announced by mail. Mr. Downing, vice-president, presided.

Eagle's Underwriting Profit

Field men of the Eagle Indemnity attending a conference in Chicago were told by J. E. Murphy, Chicago manager, that the Eagle was one of six casualty companies to show an underwriting profit in 1930. T. L. Bean, production manager, and R. J. Schofield, executive special agent of the New York office, were in attendance from the east.

Debate Accounting Motions in Litigation in Missouri

FEDERAL COURT HEARS PLEAS

Insurance Department Wants All Resti- tution Action Returned to State Court Jurisdiction

Another skirmish in the Missouri rate litigation took place Monday in federal court at Kansas City. The ramifications of the Missouri litigation are now so numerous and complicated that few except the lawyers, who are assigned to the case, are able to follow the various maneuverings without the aid of sextant and compass, so a recapitulation is necessary.

The Missouri superintendent, it will be remembered, first filed a bill in equity in the state court for an accounting of the excess premiums, which the companies are returning to Missouri policyholders under the rate reduction order of 1922.

Secondly, the Missouri superintendent filed a motion in the state court for restitution in the old rate review case. Attorneys for the companies were successful in having both of these actions removed to the federal court, after which, the Missouri superintendent withdrew the motion for restitution and filed another motion for restitution in which he prayed joint judgment against all of the companies for \$16,000,000. The idea was that the companies would pay the state \$16,000,000 and would receive credit against this fund for refund payments. This third motion was also removed to the federal court at the instance of the companies.

On Monday in federal court in Kansas City, the state of Missouri moved to dismiss the first bill in equity for an accounting. Attorney Fred D. Silber of Chicago objected on the ground the court should not permit this when the effect would be to allow the state to go on with the same cause of action in the state court. Judge Reeves took this motion and objection under advisement.

Secondly, the Missouri superintendent moved Monday to remand the second and third motions to the state court, which would have the effect of concentrating the action on the third bill, inasmuch as the state court has already dismissed the second. Mr. Silber objected to any remandment of the second and third bills to the state court and this matter was also taken under advisement.

Bonito Opens Western Office

New Hampshire, National Liberty Gen- eral Agency in Chicago in Charge of W. D. Anderson

Alan H. Benito of the marine general agency for the National Liberty and New Hampshire bearing his name, has been in Chicago installing a western department office. The office has been placed in charge of William D. Anderson, as manager and vice-president.

Mr. Anderson has been Lloyds agent in Philadelphia. He was formerly connected with W. H. McGee & Co., New York marine firm, having had experience traveling out of the Chicago office as well as the New York office. He is thus equipped with a knowledge of the western territory as well as a general knowledge of the business.

Mr. Anderson's office is at 1846 Insurance Exchange building in the Fred J. Sauter agency. One of Mr. Sauter's companies is the New Hampshire.

Celebrate 50th Anniversary

The Indiana state agency of the farm department of the Fidelity-Phenix is celebrating its 50th anniversary under

FIGURES FROM DECEMBER 31, 1930, STATEMENTS FIRE COMPANIES

	Assets	Gain in Assets	Reins. Res.	Gain in Reins. Res.	Capital	Surplus	Gain in Surplus	Losses Paid	Loss Ratio Percent
Bankers & Shippers	\$ 5,802,485	—\$ 596,056	\$ 2,414,344	—\$ 25,196	\$ 1,000,000	\$ 1,775,069	\$ 467,851	\$ 1,458,229	53.7
Kansas City F. & M.	1,179,037	113,197	98,262	82,000	500,000	510,009	653	25,718	18.7
New Jersey	3,857,351	—552,330	1,851,447	—117,959	1,000,000	656,063	—346,980	1,131,640	80.6
Pacific Fire, N. Y.	34,552	—779,295	2,868,533	1,050	1,000,000	1,733,623	—619,733	1,607,819	54.8
Queen City Fire	193,414	4,720	.....	.....	100,000	34,084	—218	70,280	36.6
Standard Ins., N. Y.	4,684,421	—225,250	1,276,758	—663,797	1,000,000	2,172,133	—119,348	670,978	58.2
Tokio M. & F., Ltd.	13,257,460	263,396	2,204,583	—177,222	500,000	9,675,771	420,443	1,562,753	62.2

the Cook brothers' management. In 1881, S. Wallace Cook of Evansville, Ind., was appointed district agent for the farm department covering a number of counties in southwestern Indiana. Later he was joined by his brothers, J. W. Cook and C. A. Cook operating under the name of S. W. Cook & Brothers.

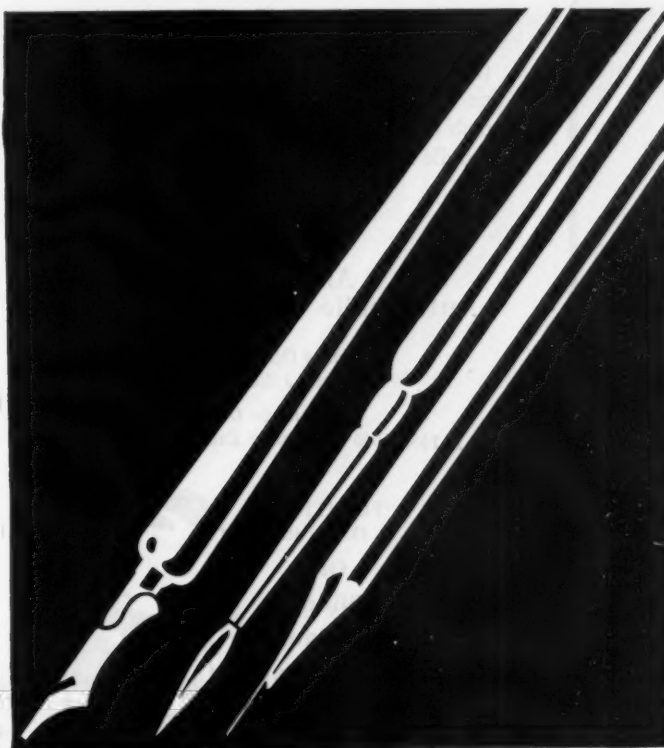
In 1907 C. A. Cook located in Indianapolis and the district agency became a state agency. S. W. Cook retired from active connection with the agency early in 1930 after 49 years of service.

The Cook agency has the distinction of having shown a profit in farm underwriting in 1930. Few if any other farm

companies writing in Indiana made a profit during last year.

C. A. Cook, state agent of the farm department, has associated with him his brother, J. W. Cook of Evansville; his son, Special Agent D. V. Cook, and Special Agent M. B. Radcliff, both of Indianapolis.

DYNAMIC



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We have no set material. Each agency's problem is studied and by doing this we are able to individualize the advertising. Our Advertising Department is ready to supply you with ideas, copy, layouts for newspaper or direct-by-mail advertising. It puts in your hands a large part of the dynamic power that brings in new customers.

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NEWS OF THE COMPANIES

Stewart in Germanic Control

President American Merchant Marine Buys Enough Stock at Auction to Bring Control

Cecil P. Stewart, president of the American Merchant Marine Insurance Company, now owns about 51 percent of the Germanic Fire stock. He acquired 43,436 shares of the Germanic at public auction last week from A. H. Muller & Son. The bidding started at \$7.50 per share of \$10 par and finally went up to \$10 per share, the price at which Mr. Stewart purchased.

There has been much speculation about Mr. Stewart's plans now that he controls the Germanic Fire. Possibly there may be a closer connection between the Germanic Fire, the American Merchant Marine and the Pilot Reinsurance. Carl Schreiner is the president of the Pilot, which owns 6,000 shares of Germanic Fire. He is also a director of the American Merchant Marine and the Germanic Fire.

Friendly Relations

Mr. Stewart said that of course there will be friendly relations among the three companies, but that it must be remembered that the Pilot is strictly a reinsurance company.

The Germanic Fire was licensed in New York in 1928 but did not commence operations until 1929. Assets Dec. 31, 1930, were \$2,219,985, decrease \$501,269; reinsurance reserve \$731,428, gain \$65,096; capital \$1,000,000; surplus \$237,415, decrease \$685,554; losses paid \$683,655; loss ratio 63.4.

It was fostered by the International Germanic Co. Mr. Schreiner has been chairman executive committee. James A. Beha, former New York commissioner and now general manager National Bureau of Casualty & Surety Underwriters, is chairman of the board.

President is Norman T. Robertson, who was formerly vice-president of the National Liberty.

At the annual meeting of the Germanic Fire Monday, Mr. Stewart was elected chairman of the board; J. R. Van Horne, vice-president and treasurer; E. F. Clarke, vice-president, and E. A. Morrell was reelected secretary. All of these officers except Mr. Stewart are officers of the American Merchant Marine.

The new board of directors adopted a resolution authorizing the executive committee to take steps contemplating

the merger of the Germanic and the American Merchant Marine.

It was intimated that President Robertson will be prepared to announce his future plans before long.

Charter Oak Fire Advanced

Following a hearing on the granting of a charter to the Travelers to organize the Charter Oak Fire before the insurance committee of the Connecticut legislature, favorable report to the general assembly is expected at an early date. The insurance committee received no objections to granting the charter. The Charter Oak Fire would be a wholly owned subsidiary of the Travelers.

A. F. Gates represented the Travelers at the hearing. The charter is being sought now because the legislature will not meet for two years and in the meantime it might be desired to organize the company.

John A. Dodd Resigns

John A. Dodd, vice-president and secretary of the American National Fire of Columbus, O., has resigned. For the present the management will be in the hands of Vice-president A. R. Philips, who goes to Columbus from the home office of the Great American.

Goodwin Made Director

Percy H. Goodwin of San Diego, Cal., president National Association of Insurance Agents, has been reelected a director of the Pacific American Fire of Los Angeles. Mr. Goodwin is also a director of the Great American Indemnity.

Empire Fire

In the last issue a mistake was made as to the net surplus of the Empire Fire of Brooklyn. It has \$112,486. Its capital is \$400,000, assets \$829,116, premium reserve \$218,046.

Company Notes

The Essex Fire of Newark has been licensed in Massachusetts.

The North American Inter-Insurers of New York has been licensed to write fire and sprinkler lines in California. Benedict & Benedict are named as attorneys-in-fact.

The Central Fire of Baltimore has been licensed to write business in 11 states in the last few months and is now entered in 26 states. States in which it has recently been licensed are Alabama, California, Indiana, Minnesota, Michigan, Nebraska, Oklahoma, North Dakota, Rhode Island, Texas and Washington.

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COLUMBUS

SAN FRANCISCO
INDIANAPOLIS
DULUTH

DETROIT
BUFFALO
RICHMOND

VIEWED FROM NEW YORK

By GEORGE A. WATSON

KELSEY QUILTS BANK POST

H. N. Kelsey, who is well known in the fire insurance world, having formerly been engaged in the business in a variety of positions from special agent to United States manager, has resigned as director and chairman of the board of the Underwriters Trust Company. Mr. Kelsey was one of the organizers of the bank in 1928 and was elected its first president. Early this year he was made chairman of the board.

The last statement of the Underwriters Trust Company showed about \$10,000,000 deposits and combined capital and surplus of \$3,000,000.

Mr. Kelsey in the past few years has served as intermediary in several important insurance company transactions and he expects to continue this work.

INSURANCE ACCOUNTANTS MEET

The Insurance Accountants Association held its first meeting of the year March 24. Clarence Axman, editor "Eastern Underwriter," was guest speaker, and told of his trip on the Graf Zeppelin. E. P. Smith, secretary Norwich Union Fire, president of the association, conducted the meeting and introduced the speaker. The next meeting will be the latter part of April. Gatherings are held every month except in the summer and the first two months of the year during the rush of work on annual statements.

FIGURES OF REINSURERS

The Russia retains its lead in point of net fire premiums among the exclusively reinsurance companies of the country with \$7,680,426. Second is the Prudential Re & Coinsurance; third, International, and the American Reserve, having reinsured the business of the Reinsurance Corporation of America in 1930, advanced to fourth place.

In 1930 the total net fire premiums reported to the New York department by reinsurance companies were \$44,665,883; in 1929, \$54,788,097; in 1928, \$56,900,044 and in 1927, \$61,964,775.

In the following figures for 1930 and 1929, comparisons are not always possible because of numerous changes in the setup of reinsurance companies in 1930.

	1930	1929
American Reserve...	\$3,126,365	\$1,981,925
Baltica	1,381,431	1,234,858
Christians General..	1,280,379	1,351,647
Eagle, N. J.	1,068,211	2,265,879
Fire Reinsurance...	2,796,891	2,536,686
General, Paris.....	306,014	.....
Guardian, N. Y.....	.....	3,242,040
Hamburg-Amer.	1,181,658	1,401,963
International	3,523,412	3,864,778
Inter-Ocean Re.....	1,644,518	1,521,775
Jupiter General.....	32,687	288,980
Kyodo	365,498	583,007
Lincoln, N. Y.....	2,147,464	2,874,786
Lion, N. Y.....	448,957	495,691
Metrop. Fire, N. Y..	54,808	.....
New India	422,144	694,837
North Star	1,055,020	1,570,115
Pearl	814,368	1,092,267
Pilot Reinsurance...	1,286,358	1,298,384
Prudential Re. & Co.	3,972,817	4,981,030
Prudential, Gt. Bn..	1,598,837	1,592,925
Reins. Co. of Am....	.....	1,666,759
Re-Salamandra	1,260,143	2,657,906
Rossia	7,680,426	7,892,050
Skandia	931,478	853,622
Skandinavica	1,008,619	1,584,458
Swiss Reinsurance...	2,956,008	4,044,475
Union & Phx. Esp...	806,000	1,092,010
Underwriters Re.....	.....	222,744
Urbaine, Paris	1,610,486	.....

BIG BRIDGE LINE PLACED

The \$10,000,000 line recently placed as an all-risk cover on the Kill von Kull bridge, another overhead link between New York and New Jersey, while of goodly size, was less by \$15,000,000 than that carried on the Hudson River bridge. That business, by the way, will shortly be up for renewal.

NO CHANGE IS CONTEMPLATED

Official denial is made of the reported consideration given by the Interstate Underwriters Board to a change in its rules, whereby the number of risks qual-

ifying under its rating formula would be reduced from five as at present to two separate locations. The story is utterly without foundation in fact, neither the board as a whole nor any of its committees, it being authoritatively asserted, having even remotely considered such a proposition. Representatives of various regional organizations and rating bodies held a joint conference in New York City a short time ago, with a view to developing a uniform cover to supplant the old general cover contract, and the I. U. B. was represented at the gathering, with the idea of coordinating the rules of the organization so that these would not conflict with general cover requirements. The erroneous report probably grew out of this meeting.

It is permissible to write general cover contracts on two or more locations, though this is usually qualified by the stipulation that the risks be located in more than one city.

COMMISSIONERS ON THE EXECUTIVE COMMITTEE

Clare A. Lee, insurance commissioner of Oregon, and second vice-president of the National Convention of Insurance Commissioners, has been elected first vice-president by the executive committee, owing to the fact that first Vice-president Jess G. Read of Oklahoma became president when C. C. Wyson of Indiana resigned. Ray A. Yenter of Iowa, is chairman of the executive committee. Three members of the executive committee, owing to political contingencies, were not reappointed, they being Taggart of Pennsylvania, Younger of Ohio and Dort of Nebraska. The members holding on were Tarver of Texas, Thulmeyer of Wyoming and Boney of North Carolina. The following have been elected on the executive committee to fill the vacancies: C. D. Livingston, Michigan; Garfield Brown of Minnesota; J. B. Thompson, Missouri. The post of second vice-president will not be filled until the spring meeting in Chicago.

W. B. Miller

W. B. Miller has been appointed special agent for the County Fire, Detroit Fire & Marine and North Carolina Home of the Great American fleet in New York State outside of the New York suburban territory. He will have his headquarters in the Union building, Syracuse. Mr. Miller has been in the local agency business lately but before that was connected with the Great American.

W. C. Marshall

W. C. Marshall succeeds J. O. Gandy as special agent of the National Union in Virginia with Richmond headquarters. For several years he has been supervising that state for the Scottish Union & National. Mr. Gandy resigned the National Union recently to become special agent of the Hudson and Svea in Virginia.

F. L. Tribble

F. L. Tribble, who has been in the southern department at the home office of the North British & Mercantile, has been assigned to the north Texas field as assistant to State Agent Wirt Leake. His headquarters will be at Dallas. He takes the place made vacant by the transfer of Special Agent W. A. Bailey to the North Carolina field.

Will Meet at Charleston

The annual meeting of the South Carolina Association of Insurance Agents will be held at Charleston, June 11-12.

NEW HAMPSHIRE FIRE INSURANCE CO. MANCHESTER, N.H.



SIXTY-FIRST ANNUAL STATEMENT January 1, 1931

Assets

United States Bonds.....	\$3,213,000.00
State and Municipal Bonds and Stocks.....	12,104,678.97
Canadian Bonds, Government and Municipal.....	276,930.00
Foreign Bonds	122,100.00
Real Estate	381,500.00
Agents' Balances	821,929.20
Accounts Receivable	202,787.33
Cash in Banks	627,252.47

\$17,750,177.97

Liabilities

Capital Stock	\$3,000,000.00
Unearned Premium Reserve	5,212,038.21
Reserve for Losses	635,810.66
Reserve for Taxes and Other Liabilities.....	371,075.65
Reserve for Dividends Declared and Unpaid.....	150,514.44
Net Surplus	8,380,739.01

\$17,750,177.97

POLICYHOLDERS' SURPLUS \$11,380,739.01

AFFILIATED COMPANY

Granite State Fire Insurance Company
Portsmouth, N. H.

Gain your client's confidence

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A Lloyd-Thomas appraisal shows even more than that because the protective Maintenance Service gives a continuous benefit month after month. This unusual service gives a complete schedule of values available at a moment's notice. Just think what this means to your client if a loss occurs. It means the loss is rapidly and equitably settled and also gives him confidence in your ability as an insurance man.

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"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable value that have long been written off the books through unscientific depreciation. 2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES.

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Pittsburgh
Minneapolis
Atlanta
Berlin

Indianapolis
Memphis
Kansas City
Des Moines
London

MEETS YOUR SELLING NEEDS



OCTOBER—Landlords, owners and tenants may be held responsible for injuries on their property.

THIS is one of the 12 timely pictures from The National Underwriter's 1932 Calendar designed especially to fit the selling needs of local agents. It has 12 brown rotogravure sheets mounted on a heavy red back. Exclusive franchises granted in cities under 100,000. Send 10c for sample.

The National Underwriter
A-1946 Insurance Exchange, Chicago

Fire

AS SEEN FROM CHICAGO

KIPP-NELSON IN EXCHANGE

The Kipp-Nelson Company, which recently announced a new residential appraisal service, has moved into the Insurance Exchange, room A-1810. The company has made a concerted drive among brokers, some of whom have already profited by the service and transfer to the Insurance Exchange brings the office closer to the center of activity and permits closer cooperation. Members of the firm are H. C. Kipp, F. A. Nelson and F. P. Boehler, formerly with the Fidelity Appraisal Company.

* * *

W. I. B. MEETS MAY 19-21

The annual meeting of the Western Insurance Bureau is to be held at Briarcliff, N. Y., May 19-21. These dates were selected by the board of directors.

* * *

GETS OFFICIAL SANCTION

The campaign in Illinois led by the Insurance Brokers Association for a brokers' qualification law shifted into high this week with report that the bill was introduced in the legislature as an insurance department measure in company with an agents' qualification bill and other departmental recommendations.

No serious objections to the brokers' bill so far have appeared, save perhaps from bankers, from whose official organization emanated an opinion which did not appear actively antagonistic. President F. P. Lavin of the brokers' association urged 100 percent cooperation of brokers in the effort to pass the bill and strongly recommended that they get in touch personally or by letter or telegram with legislators from their districts to exert a united influence. The bill appears to have the best chances of passage this year of any of the brokers' attempts to secure such a law in 20 years.

* * *

SAVINGS SOCIETY STANDINGS

Although there was some discussion of liquidating society No. 12, members of the Compulsory Savings Society, in annual meeting Monday, recommended finally that this issue be continued in the hope of recouping at least a portion of the \$140 loss per share, which is indicated on last Saturday's quotations. Paper loss of \$90 per share is shown in society No. 13 and \$11 in No. 14. The members were told that the society has in the bank \$28,000 and that the management contemplates buying H. M. Byllesby stock and National Biscuit Company.

* * *

JENKINS OPENS OFFICE

L. E. Jenkins has opened offices in room 1719, 176 West Adams street, Chicago, where he will operate as an independent adjuster and render complete service on all casualty lines. He has been an adjuster in Chicago for 15 years, starting as claim adjuster under A. B. Snow of the Travelers there. After spending four years with that company he became chief adjuster for the Motor Vehicle Underwriters and later became associated with the Norwich Union Indemnity as claim adjuster where he was located for three years and before opening his own offices was superintendent of the claim department of the Lincoln Lloyds. Mr. Jenkins is well known to the insurance men in Chicago.

* * *

RANSOM A MINSTREL

Fred W. Ransom of Chicago, assistant western manager of the Providence Washington, has blossomed out in minstrelsy. He appeared conspicuously in the chorus at the recent minstrel extravaganza of the Rogers Park Presbyterian Church in Chicago. The critics declared that Mr. Ransom possessed a voice of magnificent timbre, and striking tonal effect. One critic compared

Gets Preferment



J. H. MACFARLANE

J. H. Macfarlane, secretary of the America Fore group, was elected president of the Underwriters Service Association at the annual meeting. Mr. Macfarlane, who had been vice-president for the last year, represents the Niagara, which is the only member of the America Fore group in the Underwriters Service. He succeeds W. H. Lininger of the Springfield.

A. F. Powrie, Fire Association, is the new vice-president. L. J. Braddock, North America, was reelected secretary-treasurer. The new members of the executive committee are George B. Sedgwick, Great American, and C. M. Hayden, Glens Falls.

Benjamin Richards, manager Underwriters Service, reported that the association had experienced a satisfactory year in view of the general depression. Although the premium income was lower, the loss ratio was only two or three points higher than in 1929, Mr. Richards reported.

The annual meeting of the Western Factory Association is being held this week.

his voice to the dulcimer. Another said that it resembled more the xylophone. Mr. Ransom, however, in a self-analysis insists that he has a saxophone tone.

* * *

P. J. LEEN BEREAVED

P. J. Leen, assistant manager, western inland marine department Fireman's Fund at Chicago, was called to New York last week because of the death of a sister.

* * *

Joseph A. Krutek has opened a brokerage office in connection with Stewart, Keator, Kessberger, Lederer of Chicago. He was formerly a member of the firm of Harold E. Leopold.

* * *

L. H. Waldner of Waldner, Power, Zweig & Lasch agency of Chicago, is leaving this week with his family to spend 10 days at Tryon, N. C., where he will ride horseback in the Blue Ridge mountains.

* * *

Walter F. Knott, who was well known in the Cook county field, died last week at his home in Oak Park, Ill.

Dumont on American's Program

NEWARK, March 25.—The Interstate Underwriters Board will be discussed by J. R. Dumont, its manager, at the field men's meeting of the American of New Jersey in Newark early in April.

Agents Approve Reciprocity Plan

(CONTINUED FROM PAGE 3)

their policyholders and many of these are depending on the support of the public. The mutuals, he asserted, use these names for advertising purposes. If, therefore, these concerns could be shown the buying strength of stock insurance interests, they would stop, look and listen, in his opinion. Mr. Potter urged more loyalty in business in this respect. He said that in Rochester where the buying power of local agents had been mobilized they were able to make a great impression. If a store or any concern knows that the stock insurance agents are patronizing a house because it does carry stock insurance, that is a powerful argument.

Hits at the "Chiselers"

He said that many business men, shouting the "buy at home" slogan are patronizing non-agency mutuals. Mr. Potter termed business men who try to save on their insurance by buying assessment policies as "chiselers." They are willing to pass by their local agents in order to save a dollar. When agents concentrate on this reciprocity program Mr. Potter said they will accomplish something worth while and there will be fewer lines lost to non-agency companies.

President Percy Goodwin in making some observations on Mr. Potter's talk said that in his opinion it was unwise to write letters to manufacturers or other concerns carrying non-agency insurance and incurring their animosity by sharp attacks. He had found that assureds carrying non-agency insurance will respond when they understand that the agency forces of the country are watching what is being done and are favoring those enterprises that purchase indemnity through local agents. He said that many lines had been brought

back when the buying strength of the agency forces was revealed.

S. T. Morrison of Iowa City, Ia., said that a survey is being made of the hotels in Iowa to bring to light the character of insurance carried and whether local agents are placing this insurance. He said a similar survey is being made of the public utility plants. Mr. Morrison said that state associations could make a survey of concerns of this character to the great benefit of the members.

The Rochester Insurance Board's resolution advocating a militant reciprocity campaign was referred to the national executive committee for consideration.

Auto Fire Rates Higher This Year

(CONTINUED FROM PAGE 3)

thermore those who are suffering from the depression probably take a chance and avoid expenses of repair and maintenance. It will be remembered that the American Automobile Association recently estimated that there are 8,000,000 cars on the streets each worth less than \$25. Moreover, there has been, of course, an extraordinary amount of moral hazard.

Thefts Not Much Higher

The theft loss ratio, surprisingly, was not significantly higher. An increase in collision rates was perhaps to be expected, inasmuch as the fire companies for some time have realized that they were getting an inadequate premium for this hazard and have adopted a program of advancing the collision rates gradually from year to year. Casualty companies, which, by agreement, use the collision rates made by the fire companies, have been critical of the fire companies for promulgating what they regard as inadequate rates.

This year the actual value section is included with the stated amount rules and rates in the west as it has been in

the east instead of being bound separately.

The broad form theft cover is now the basic form of theft cover in Chicago territory and the extra charges are no longer required. In Tennessee the deductible pilferage form of theft cover is retained as the basic form of theft cover on private passenger automobiles, livery and renting automobiles, taxicabs and buses, but the broad form of theft cover is permitted on such automobiles in Tennessee for additional charges. For commercial cars, the broad form theft cover is now the basic form and the extra charges are no longer required.

A new form, designated 1A, has been issued for use in writing dealer risks in the west. It is quite similar to the form designated No. 3 with the difference that 1A takes a \$50 deposit instead of \$100 as under No. 3, and whereas under No. 3 the dealer is required to report values at the end of each month, 1A requires of the dealer that he report each individual auto as he gets it. This form can be issued only for a term not exceeding one year.

Few Territorial Changes

Very few changes in territorial classifications have been effected.

Accompanying the fire, theft and collision rate book was the property damage rate book. The fire companies follow the National Bureau of Casualty & Surety Underwriters in their property damage rates.

In the east the broad form of theft cover is the basic form on commercial cars and no extra charge is required. The deductible pilferage form of theft cover is the basic and only form of theft cover permitted on motorcycles, and replaces the former special motorcycle theft endorsement.

Dealer's Automobiles

The deductible pilferage form of theft cover is the basic form on dealers' automobiles, but broad form of theft cover is permitted for an additional charge.

The deductible pilferage form of theft

cover is the basic form on private passenger automobiles, livery and renting automobiles, taxicabs and buses in certain territories, but the broad form of theft cover is permitted on such automobiles in these restricted territories for additional charges. For such types of automobiles in all other eastern territories the broad form of theft cover is the basic form.

A reduction of 25 percent is allowable for use of the deductible pilferage form of cover in cases where it is not the basic form of theft cover.

Branch Office System Is Attacked by the Agents

(CONTINUED FROM PAGE 3)

give business to branch offices where there are other facilities available. He said the branch office is practically a chain store system. A rigid agency qualification law, he said, will help in the fight against the branch offices. Branch offices, he declared, do not care much about qualifications of their solicitors.

E. J. Cole of Fall River, Mass., said that the agents cannot disassociate non-policy-writing agents and overhead writing with the branch office system. When the Eastern Underwriters Association succeeded the old Eastern Union, the agents thought that the E. U. A. had solved the branch office question. A rule was put into effect that the compensation of non-policy-writing agents and brokers should be that allowed by the local boards in each locality. Later this was changed to allow 5 percent differential. Mr. Cole said that the experience of agencies show that it takes 10 percent over riding commission to break even in conducting their business. He charged the E. U. A. with bad faith in its dealing with the agents in changing the rule. Mr. Cole said that in New England the new national council of the National association will be used in the effort to get remedial legislation.

Eagle Star



and
**British Dominions
Insurance Company Limited**
of London, England

United States Branch Statement December 31, 1930

ASSETS	\$6,368,717.07
RESERVE FOR UNEARNED PREMIUMS	2,114,832.23
RESERVE FOR UNPAID LOSSES AND OTHER LIABILITIES ...	1,032,962.18
NET SURPLUS	3,220,922.66*

*The Company showed an underwriting profit of \$258,544 on the operations for the year and the net surplus increased \$300,331.

A STRONG, AGGRESSIVE FIRE INSURANCE COMPANY

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

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In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50



Lessons From Casualty Returns

THE NATIONAL UNDERWRITER has been shown a statistical report covering 49 casualty companies giving the underwriting results for the last five years. The returns are such as to cause all officials to study not only the situation that confronts their own companies but the business as a whole. For instance, the premiums earned by these companies last year were \$592,755,336 as compared with \$587,036,486 the year previous. The premiums written last year were \$591,416,200 as compared with \$596,528,925 and that means a loss of over \$5,100,000 in written premiums. The underwriting loss for all these companies was \$32,353,313 in 1930. The total underwriting loss for the five years was \$48,638,235. This certainly is a situation that needs more than academic treatment. No fervid set of resolutions, however forceful and penetrating, will solve this difficulty. The investment loss last year was \$42,580,855. The loss from both underwriting and investment in 1930 was staggering.

These figures are presented to show which way the wind is blowing. The loss and expense ratios for a number of companies are running above 100 percent. Even the old time companies, very conservatively and successfully

managed, show results that reveal a continuing high combined loss and expense ratio. If one could analyze the classes he would probably find that the workmen's compensation and automobile departments are creating most of the deficit. Many companies are losing money on their personal accident and health. Even with the increased rate on compensation and automobile here and there, the rate levels are not high enough to meet the demands.

With decreased values of securities, companies have been hit on all sides. Surely the time has come, not only for serious thinking, but for real, constructive action. There should be a definite program formed since companies should not be called upon to write business at less than cost.

During the last three or four years competitive strife has been terrific. Companies undoubtedly have felt that it was necessary to be more liberal but they have paid the fiddler.

The great business of insurance should not be carried on at a loss. When any business is conducted with a deficit confronting it each year, there is something radically wrong and remedial treatment should be applied. Leaders in the business fearlessly should take action.

President Percy H. Goodwin

PRESIDENT PERCY H. GOODWIN of the NATIONAL ASSOCIATION OF INSURANCE AGENTS will draw fire on account of some of his observations made at the mid-year convention at Nashville. President Goodwin did not hesitate to express his opinion on some controversial subjects, such as the INTERSTATE UNDERWRITERS BOARD, branch offices, company conferences with agents, workmen's compensation insurance, and the like.

Whether President GOODWIN pleases the

fraternity at large, we can but admire his courage and forcefulness. Some men are reckless and daring in their statements. Others are careless in what they say. Some make some observations that show lack of investigation and deliberation. They do not have the judicial type of mind. Some use the old fashioned blunderbuss and scatter their fire. There is nothing more dangerous than a half baked statement made by someone who has not the knowledge to back up his convictions.

President GOODWIN during his term of office has surprised those who came in contact with him infrequently theretofore. He was regarded as a quiet, unobtrusive sort of man, who probably did not court a controversy. He has some advantages in taking issue with those occupying the seats of the mighty. In his home community he is a man of large affairs. He has a big agency. He possesses something of a fortune. He is interested in many enterprises. He is independent financially. He does not have to "crawl" before anyone.

Mr. GOODWIN, however, is not given to making a definite statement or prediction until he has delved into the subject and is convinced that he is right. He keeps an open mind and listens to all sides. He

then reaches his conclusions. He is one of the agents of the country who has a vision. He feels that the entire American agency system is at the parting of the ways. Unless organized agents stand up manfully and courageously for the American agency system and try to counteract some of the influences that are breaking it down, he feels that the underpinning may be destroyed.

Mr. GOODWIN fights for causes that he feels are right. He does not hesitate to draw out the entire artillery when underlying principles are at stake. Those who agree with him and those who do not, have respect for the man Goodwin because of his high standing, moral force and intellectual honesty.

PERSONAL SIDE OF BUSINESS

Two former presidents of the Tennessee Association of Insurance Agents and prominent in the association movement are confined to hospitals in their respective cities—Henry G. McMillan of Knoxville and Stanley Lachman of Chattanooga. Mr. McMillan is afflicted with sciatica and Mr. Lachman with neuritis.

C. C. Mitchener, local agent at Marianna, Ark., former secretary of the Arkansas Association of Insurance Agents and long active in that organization, is a citizen of great versatility, as well as popularity. For the past five years he has been city manager of Marianna at a salary of \$100 a month. Recently, the city council decided for economic reasons that it would be obliged to abolish the office, but that it could ill afford not to have the advantage of Mr. Mitchener's assistance in conducting the affairs of the city. When the matter was put up to "Mitch," with a proposition for him to continue with a \$15 a month expense account, he volunteered his services for a year without salary.

F. W. Fort, president Eagle Fire of Newark, will speak at the annual convention of the Arkansas Bankers Association April 28-29 at Fort Smith. Mr. Fort represented Mr. Hoover's food administration in Arkansas during the World War, and his knowledge of Arkansas people was made the basis of a drouth appeal recently broadcast by the Columbia chain.

A. A. Brower, special agent for the Home of New York, died at his home in Minneapolis after a long illness from cancer. Mr. Brower, who was 59 years old, had been with the Home for the last eight years and was known throughout Minnesota as an authority on hail loss adjustment.

W. H. Trapp, formerly treasurer of the American Standard Fire died March 18 in Oklahoma City after an illness of two weeks. Mr. Trapp was 54 years old and had served the American Standard since its organization in 1929 up to Jan. 1 of this year. Previously he was in the insurance business for 26 years in Miami, Fla.

E. J. Gallmeyer of the Blitz, O'Keefe & Gallmeyer agency, Fort Wayne, Ind., has assumed his duties as postmaster at Fort Wayne. He will retain his active interest in the agency. Mr. Gallmeyer is president of the Fort Wayne real estate board; president of the Fort Wayne community chest and international president of the Walther league of the Lutheran church and is a director of the Citizens Trust Company of Fort Wayne.

Miss Emily Frelinghuysen, daughter of J. S. Frelinghuysen, president of the Stuyvesant of New York, and former United States senator from New Jersey, and Mrs. Frelinghuysen, was married

March 20 to H. E. Bilkey. The couple sailed immediately for Italy where the honeymoon will be spent. Mr. Bilkey is vice-president of the Stuyvesant, with which he has been connected for several years.

Funeral services were held Saturday in London for Robert Connew, general manager of the Royal Exchange. The United States branch was closed that day in his memory.

Mr. Connew for several years was manager in South Africa and then was called to the head office as fire manager. Two or three years ago the position of general manager was created and Mr. Connew was made its first incumbent. He had recently visited the United States and Canadian branches of the Royal Exchange and had many friends in the business in both countries.

R. B. Forsyth of Cheyenne, former Wyoming insurance commissioner, died last week. He had also served as state auditor and state senator.

Hendon Chubb of the firm of Chubb & Son, New York, won the medal of the Societe Nationale d'Horticulture de France for the best exhibit in the garden section of the annual flower show in New York last week. Mr. Chubb will also share in the \$6,000 prizes offered by the show management for garden exhibits.

Edward Milligan, president of the Phoenix of Hartford, and W. R. Hedge, president of the Boston, are enjoying a week of golf at Augusta, Ga.

Martin Blank, Milwaukee, Wisconsin special agent for the Springfield, is recovering from a mastoid operation.

Good news in the form of a handwritten letter from H. L. Rose of Baltimore, most loyal grand gander, has reached the Blue Goose headquarters in Milwaukee, reporting that he is "up practically all day, and going strong."

R. T. Gravenstine, Hanover state agent in Wisconsin, is still at his home in Milwaukee following a severe illness from influenza. Mr. Gravenstine was taken sick early in February and has been recovering slowly.

Robert Hosmer of Syracuse, N. Y., has won the honor of being Dartmouth's best swimmer, and was awarded his letter last week. Young Hosmer is the son of Robert C. Hosmer, vice-president of the Excelsior Fire of Syracuse.

R. P. Barbour, United States manager of the Northern of London, is now visiting the agencies on the Pacific Coast and in the south, stopping at its chief centers and getting in intimate touch with underwriting and general business in the territory. He will be back in New York City about the first of April.

Insurance Now Coming Into Its Own

INSURANCE has weathered many storms and lived through many conflagrations. But it has always come through, still the bulwark of the nation, its business and society.

Recently we called attention to a case in point—the large share of the losses caused by great conflagrations which has been borne by fire insurance. We may well question whether some of the cities mentioned (Fall River, Berkeley, Atlanta, Kingsland, Augusta, Paris, Chelsea, San Francisco, Baltimore and Chicago) would ever have returned to their former prosperous condition if insurance money had not poured in to speed recovery. Some, perhaps all would have recovered, but the process would have been much slower.

What is true of insurance in relation to conflagrations and the general public is also true of the individual who suffers loss, in greater degree. To him the result is far more serious than the conflagration to society. If he is not protected by insurance, his loss is irreparable. Society, because it is composed of many individuals, may eventually regain its former position. Not every

individual can do so, and when one does he usually has a far more difficult struggle than an entire city or community.

At the present time, with everyone looking somewhat more confidently ahead, insurance looms more and more plainly as the staff upon which business leans and must lean in all times, whether of depression, prosperity, or after conflagrations. This was not always so. Formerly insurance was neglected even by economists. Now it is beginning to receive due recognition as the stabilizer of business and society, the re-builder of destroyed property and the greatest force in the country for the conservation of life and property.

The time is ripe to use the growing public understanding of insurance to spread its use still wider. In fact, it is the duty of the agent to do so. Then the public will make greater use of its valuable insurance facilities and be more subject to the influence of the forces of conservation, so that we may hope one day for greatly decreased losses of life and property from preventable causes.

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MERCHANTS AND MANUFACTURERS FIRE INSURANCE CO.
NEWARK, N. J. (Chartered, 1849)
NEW YORK FIRE INSURANCE COMPANY
(Incorporated, 1832)
REPUBLIC FIRE INSURANCE COMPANY OF AMERICA
PITTSBURGH, PA. (Incorporated, 1871)

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Important Measures Are Up Rehearing Petition Is Filed

Some of the Bills That Are Up for Consideration in the Ohio Legislature

COLUMBUS, O., March 25.—The senate committee on insurance this week recommended for passage the two measures introduced by Chairman Clark calling for an investigation of insurance rates in Ohio and giving the superintendent of insurance authority over rates. The bills concern fire insurance especially. Speakers before the insurance committees declare that there is no need for an investigation of rates as one has been made within the last two years, and that giving the insurance department authority over rates would throw it into politics. It was declared further that fire rates in Ohio are lower than those in any place in the country with the exception of the metropolitan district of New York and Delaware. Members of the committee on the other hand declared that there is a growing demand on the part of the people of Ohio that the state have something to say about the rates that are charged by insurance companies.

The Ohio legislature will have before it this week the following bills either before committees or in one of the two houses: Proposing a system of unemployment insurance similar to a measure killed by the insurance committee of the senate; automobile drivers' license laws; providing for liability of owners of motor vehicles for injuries occasioned by their negligent operation by anyone.

Fireworks Bill Recommended

The fireworks bill passed by the Ohio house has been recommended by the senate commerce committee. This bill prevents the use of certain types of fireworks and balloons, which might cause fire, and also limits the time of their use around the Fourth of July. The insurance committee of the house has recommended a bill permitting domestic companies to sell workmen's compensation outside of Ohio. The insurance committee of the house has recommended an old age pensions bill, but nothing may be done about it because of the inability at this time to provide funds. Members of the legislature declare, however, there is an insistent demand for old age pensions.

The Lewis bill to regulate the issuance of licenses to agents and solicitors, other than life, which is said to have the backing of the Ohio Association of Insurance Agents, has been amended and is now in the conference committee.

To Inspect West Virginia Towns

Two town inspections are scheduled for April 8 by the fire prevention committee of the West Virginia Fire Underwriters Association. At the invitation of the Charlestown Local Agents Association, and with the cooperation of the Kiwanis and Lions Clubs, the Boy Scouts and the fire department, an inspection of Charlestown will be conducted. Sponsored by the local fire department, the Boy Scouts cooperating in the activity, Shepherdstown, about 12 miles distant, will be inspected the same day.

To Do Ohio Field Work

D. L. Charlesworth, who becomes special agent of the National Union Fire group in Ohio, assisting State Agent J. J. Sherman of Cleveland, comes from the United States headquarters of the Zurich General Liability in Chicago.

William Stredelman Is Contesting the Decision on Occupational Tax Levied in Cincinnati

In the case of William Stredelman vs. the city of Cincinnati in the matter of payment of occupational tax to the city, which was decided recently in favor of the city by the Ohio supreme court, Attorney Louis Kohl, acting for Mr. Stredelman, has filed petition for rehearing.

Under this Cincinnati ordinance the penalty is fixed at an amount for each day's failure to pay the tax. In the Stredelman case the minimum now amounts to \$6,400 and the maximum \$128,000. In this particular case the total tax would have amounted to \$67.50. It is the contention of the plaintiff that the penalties are unconscionable and unreasonable, calculated to prevent obtaining of a judicial hearing on the matter by inspiration of terror and fear of penalties. The petition for rehearing also maintains that on the record of facts as outlined by the court itself, the decision is incorrect.

As Cincinnati agents generally have not been paying the tax, there is great interest in the final outcome of the case.

Advertise New Contract

The Toledo Association of Insurance Agents is capitalizing on the supplementary six-point contract for householders which was recently authorized in Ohio and Indiana. The association made a formal announcement that this

contract, covering windstorm, tornado, riot and civil commotion, motor vehicle and aircraft property damage was on the market at a cost of 20 cents per hundred instead of 48 cents if each item were purchased separately.

Watching Ohio Bills

Insurance men are watching very closely Ohio senate bill 205 giving the insurance superintendent authority to determine fairness of rates, which has been recommended by the insurance committee, and senate bill 25, which has also been recommended by the committee, authorizing an investigation of rates of all sorts of companies. The house insurance committee has recommended house bill 407, permitting domestic companies to sell compensation insurance outside of Ohio.

Push Fire Waste Contest

Within the next 60 days every chamber of commerce in Ohio will be contacted in relation to the work of the Inter-Chamber Fire Waste Contest, according to A. E. Bulau of Columbus, Ohio district chairman. There are 57 eligible chambers in Ohio. Since August, reports have been made of 51 personal visits to 35 of these cities and two visits to places no longer eligible.

Ohio Notes

The Ohio field clubs will hold their next meetings at Columbus April 7.

T. A. Fleming of the National Board will be the principal speaker at the inspection at Warren, O., April 22. Harry K. Rogers, the "fire clown," will put on a demonstration for school children.

O. C. Romans, former secretary of the Morrow County Farmers Mutual, was convicted at Mt. Gilead, O., of embezzling \$5,760 from the company. The case will be appealed.

CENTRAL WESTERN STATES

Michigan Qualification Bill

Board of Five Casualty and Fire Agents Would Supervise Examinations

To be admitted to the practice of insurance in Michigan, an applicant would be required to obtain the recommendation of an examining board of five fire and casualty agents under a bill introduced in the Michigan house by Representative James Wilson, chairman of the house insurance committee, and a local agent in Kalamazoo.

Members of the examining board would be appointed by the governor and the commissioner would license only persons certified by the board which would meet at least once a year in Lansing and at other times and places as directed by the commissioner.

Written Examination

A written examination would be required of applicants for license and in other ways they would be required to convince the board of their qualifications. A fee of up to \$15 would be paid by each applicant upon first examination. If the applicant should fail to get the recommendation of the board, he could pursue the study of the business for six months and appear before the board again, this time paying a \$10 fee. Under the bill, he could not take an examination more than three times in three years. The examination provision would be waived for agents who had three years successful experience in the business.

Rate Whittling Is Attacked

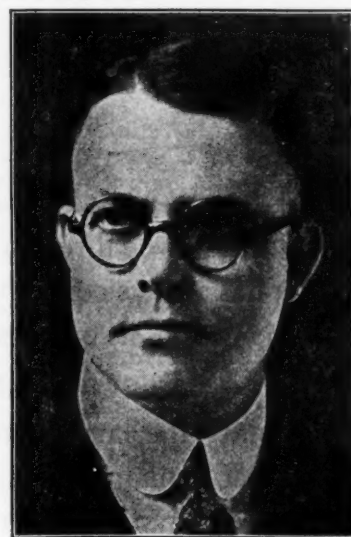
Too Much Accommodation Business Another Evil Today, National Inspection Company Man Tells Students

Assumption by the companies of too much accommodation business and the rate reduction tendency are two great evils of the day, M. E. Bulske, chief inspector National Inspection Company, told members of Northwestern University's fire insurance class sponsored by the Insurance Institute of America in a lecture, "The Fundamentals of Fire Insurance Underwriting."

"The underwriter," Mr. Bulske said, "naturally should maintain as much desirable business as is consistent with safety and reject as much of the questionable sort as he can, although it is well to say that, under the press of agency connections aided by indulging field men, far too much so-called accommodation business is finding its way to company books, to be reflected in higher loss ratios."

As to adequacy of rate, Mr. Bulske said that it is possible to trim charges to the extent that a manifestly low hazard and therefore profitable class will show an adverse experience. "Engineers competitively whittling rates, spurred by inter-agency or implied mutual competition, are partly responsible," he said. "Some of the improvements, being highly technical and introduced by the assured only because he is interested in rate reduction, are naturally not reflected in the loss ratio. Installation of a fire door or a quota of chemicals will lower the rate but if the assured is not

Michigan Chief



G. H. HARRISON

G. H. Harrison has been appointed supervisor of all Western Adjustment branch offices in Michigan (exclusive of Detroit). Mr. Harrison in point of service is the senior adjuster in Michigan. Originally attached to the Detroit office, he has for the past 10 years acted as branch manager at Saginaw and will continue to serve in that capacity, as well as supervisor to the other offices.

interested in the fire prevention aspect of either, their maintenance will quickly deteriorate to the point of nullification and the improvement, although credited in the rate, will not be reflected in the loss experience. There are other reasons for rate reduction, some valid and others questionable."

Breach of Reinsurance Deal Charged; Concordia Is Sued

Suit has been filed by the Indiana Retail Merchants Association Mutual Fire of Indianapolis against the Concordia, in the Marion County, Ind., superior court to collect \$2,143, alleged to be due under a reinsurance contract which was in force from Oct. 22, 1924, to Aug. 19, 1929. It was the policy of the mutual to retain a maximum liability of not more than \$3,000 on a single risk nor more than \$6,000 in any single block.

Among its reinsurance agreements for its surplus lines was one with the Concordia. The bulk of the reinsurance was on Indiana business with a small amount in Ohio, in which two states the mutual operated. The total net premiums as reported in the complaint, from 1925 to 1929 amounted to \$21,632. On the reinsured business, according to the plaintiff, the Concordia agreed to pay 40 percent commission and in addition agreed to repay plaintiff for all fees and taxes paid upon such ceded business, and its proportionate share of loss adjusting expenses. In its complaint the plaintiff alleges that the Concordia has not paid losses amounting to \$1,780, nor fees and taxes amounting to \$444 and adjustment expenses of \$14, a total of \$2,239.

Would Hasten Requirements

LANSING, MICH., March 25.—A bill designed to make immediately effective the reserve requirements for auto mutuals and reciprocals set forth

LOYALTY GROUP

TRUE OPTIMISM

True Optimism is Faith; Faith in Humanity; Faith in the Nation; Faith in its Institutions; Faith in Yourself; Faith in the Present; and Faith in the Future.

False Optimism is Hope based on Desire.

Pessimism is compounded of lack of Faith in all that True Optimism is founded upon, and is acknowledgment of unbelief in self, too often coupled with the wish to profit through the misfortunes of others.

History, that Just Judge of Humanity, reads the record and inexorably records the verdict.

The Verdict is, always has been, and always will be that True Optimism is justified and its results proven; that False Optimism cannot last because of its unsound foundation; and that Pessimism cannot prevail, but must ever fail because of its inherent untruth and viciousness.

History records that the world progressed, and was in every way better and more prosperous in the year 100 than in the year 1 A. D. History records that the world progressed, and was in every way better and more prosperous in the year 1000 than in the year 100 A. D. History records that the world progressed, and was in every way better and more prosperous in the year 1900 than in the year 1000 A. D., and History will continue to record the progress of the world, and this record will show the year 2000 in every way better and more prosperous than the year 1900 A. D. It is reasonable to believe, and it is wise to believe, and most people do believe that the year 1931 will be in every way better and more prosperous than the year 1930. Voice, therefore, your belief by word and act and aid it to come true in fullest measure.

Almost two thousand years ago a wise teacher and leader of men said:

"Now Faith is the substance of things hoped for, the evidence of things not seen".

Today Faith is as then. Today, as then, True Optimism is Faith. Thinking men must be and are True Optimists. That individuals have suffered misfortunes in the past and many have succumbed, and that individuals will suffer misfortunes in the future and more will succumb, cannot be denied, but such misfortunes, however hard for the individuals, are after all individual misfortunes and will not, in fact cannot stay the world march of progress and prosperity.

Do not be ashamed of your True Optimism, and do not be afraid to express it because you fear some pessimist may ridicule it and tell you that some day he will say "I told you so". Have courage and make known your True Optimism by voice and deed; make known your Faith in Humanity; make known your Faith in your Nation; make known your Faith in the Future; make known your Faith in Yourself; and make known your Faith that the tide has turned and that Prosperity has its hand stretched to knock at the door, and will surely enter if we but heed it, instead of harkening to cowardly fear.

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LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

"IT CAN BE DONE"
IS
THE WELL-KNOWN SLOGAN
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OUR ORGANIZATION
IT IS ALWAYS ASSOCIATED
WITH
"RAMEY SERVICE"

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IN MIND
SUBMIT THEIR DIFFICULT
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AND
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in the 1929 insurance code was introduced during the past week in the Michigan legislature by James Wilson, Kalamazoo agent and house insurance committee chairman. Under the present law the Michigan specialty companies need not bolster their reserves until the end of 1935 and the Wilson bill, if enacted, would probably put many of them out of business as few have even made a start toward meeting the eventual requirements, having been too anxious to retain their business at inadequate rates in the face of keen competition.

Represents Stock Offices Only

A. B. Williams, well known independent adjuster of Indianapolis, announces that he will confine his services to stock companies, in line with the action taken recently divorcing mutual company service from the established loss adjustment bureaus. He has been an independent adjuster in Indianapolis for the past eight years and prior to that, was for more than ten years with the Western Adjustment at Indianapolis.

Push Fire Waste Program

INDIANAPOLIS, March 25.—T. R. Dungan, Indiana district chairman of the National Fire Waste Committee, has appointed the following sub-committee of field men to contact the chambers of commerce in Indiana in promoting the inter-chamber fire waste program: C. J. Richman, T. R. Sprickman, G. J. Daseke, C. P. Yount, D. D. Fitzgerald, W. J. Henshaw, J. W. Noble, J. A. Bawden, O. E. Green, O. H. Rudy, J. F. Smith and P. J. Mangan.

Duncan Opens New Office

The Southern Indiana Adjustment Company, 411 Mercantile Bank building, Evansville, Ind., has changed its name to the Thomas M. Duncan Adjustment Company and has moved to

new quarters in the Central Union Bank building. There is no change in the personnel. Mr. Duncan is keeping open house and receiving his many friends.

Hohenstein Surprises Friends

Herbert Hohenstein of Mokena, Ill., special agent for the Commercial Union, surprised his fellow field men by appearing in Champaign, Ill., following a fire protection meeting, with a wife. Mr. Hohenstein was married in February, but the Illinois field men had not learned of the event until the fire protection meeting. Mrs. Hohenstein was formerly employed in the W. R. Hidy agency in Champaign. Mr. and Mrs. Hohenstein are now in New York, where Mr. Hohenstein is attending the roundup of Commercial Union field men.

Indiana Notes

Insurance day for a Sunday school class is something new in Indianapolis, yet such a function was held by the men's class of the University Park Christian Church. Commissioner J. C. Kidd was a special guest and talked.

A building for the executive offices of the Grain Dealers National Mutual Fire at Indianapolis will be built as an addition to its building at Meridian and Eighteenth streets, according to J. J. Fitzgerald, secretary-treasurer. It will cost approximately \$75,000.

Illinois Notes

C. W. Good, Illinois state agent for the London & Lancashire, who has been undergoing treatment in Rochester, Minn., is reported on the road to recovery.

Zeon Gassmann of Olney, Ill., has consolidated the Yost & Son and Joseph Weller agencies with offices in the Martin building. Roy O. Yost, special agent for the U. S. F. & G., has given up his local agency and will devote his entire time to field work. Mr. Gassmann is a prominent Olney business man.

The Federal Mortgage & Bond Company of Detroit has been incorporated with insurance agency powers by A. J. Murphy, F. J. Mahler and H. H. Aekler, and Doremus & Coleman, Pontiac, Mich., by T. O. Doremus and A. G. Coleman of Pontiac and G. A. Hughes of Bloomfield.

STATES OF THE NORTHWEST

West-Nevitt Conference

Annual Gathering of the Oshkosh Agency Brought Number of Notable Company Men

OSHKOSH, WIS., March 25.—The annual conference held each year by the West-Nevitt Company, prominent local agents of this city, occurred this evening with a banquet at which field men represented in the agency and a number of policyholders and large property owners were guests. Mrs. Myrtle B. West of the firm started this affair a few years ago and prominent insurance people have attended and spoken. President Dana Pierce of the Underwriters Laboratories of Chicago gave the principal address. C. P. Helliwell, general agent New Brunswick Fire, gave a talk on use and occupancy insurance. Craft W. VonEiff, executive special agent for the Maryland Casualty, associated with the Gaedke-Miller agency of Milwaukee, spoke on compulsory automobile insurance and safe driving.

Among the outside prominent guests present were C. E. Varley, assistant western manager of the Springfield, and A. D. Yeaton of Chicago, general agent New Hampshire Fire. D. O. Stine, state agent St. Paul F. & M. was toastmaster. C. W. Hoyt, president of the Oshkosh chamber of commerce, led in the community singing.

The event this year marked Mrs. West's 20th anniversary in the insurance business. During this period she has become one of the best known local agents in the northwest. The field men represented in the agency entertained her as guest of honor, with members of her office staff. Paul E. Rudd, Aetna, made the presentation address, giving Mrs.

West a leather bound book, containing letters of appreciation and esteem from the field men. She was presented with an electric clock.

Mrs. West received congratulations from many sections of the country. She is an active member of the Wisconsin Association of Insurance agents, and takes a keen interest in all insurance activities and projects in the city of Oshkosh.

Insurance Advertising Topic

Printing Company Official Presents Subject Before Insurance Club of Minneapolis

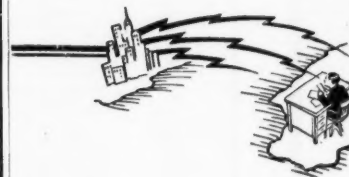
MINNEAPOLIS, March 25.—Application of advertising to insurance was discussed before the Insurance Club of Minneapolis by J. B. Richards, advertising manager and director of sales of the Jensen Printing Company, who outlined five methods of applying printed selling to the insurance business.

"Advertising should be used to inform, to persuade, to remind, to increase calls or to multiply salesmen and to reduce selling expense," he said.

Use of "scare" copy—copy that puts fear into the minds of readers—was scored by Mr. Richards, who asserted that the appeal should be to the intelligence of the prospective insurance buyer. "The public has been 'scared' enough by insurance companies," he declared.

"Waste is eliminated by continuous effort. One big punch may bring in prospects and applications but when another punch is delivered, the effect of the first has worn off, while if the drive is continuous and coherent, there is a

Long-distance negotiations in placing foreign insurance?



WHY not allow our local headquarters to take over these duties for you?

American coverage, handled locally, is a logical step and an important development in foreign insurance which presents every advantage to you and the assured.

With central headquarters in New York, and a staff of over 500 representatives extending throughout practically the entire world, the A. I. U. world-wide protective services offer to relieve you of all of the inconveniences usually accompanying the handling of foreign insurance. Through our local office, placement of foreign insurance is completed, and loss settlement negotiations are arranged.

For advice or assistance of any kind, we invite you to consult our local headquarters for foreign insurance.

... AMERICAN ... INTERNATIONAL UNDERWRITERS CORPORATION

80 WILLIAM ST. NEW YORK
JOHN 5477

minimum of wasted effort and wasted money.

"Too many people think of advertising and salesmanship as separate and apart. You must remember that advertising is really salesmanship in print, a profitable addition to the sales force of almost any firm or an aid to even the individual special agent."

Sheboygan Is Inspected by Wisconsin Preventionists

SHEBOYGAN, WIS., March 25.—Fifty field men participated in the Wisconsin State Fire Prevention Association's two-day inspection of Sheboygan last week.

Out of the 571 buildings inspected, 392 were defective with 911 defects listed. G. H. Strasen, American; J. C. Qualmann, Queen; R. E. Hoskins, Superior Fire; I. E. Frey, National Ben Franklin, and Roy Nicholson, Michigan Fire & Marine gave 19 talks before 4,405 school children. There were 1,850 home inspection blanks returned, and 336 of these reported dry cleaning in the home, while 131 said they started fires with kerosene.

One of the features of the Sheboygan inspection was the excellent cooperation given by the local agents. A bowling tournament and a civic dinner featured the social side of the meeting.

Tentative plans are being made to hold the next inspection in Oshkosh April 22-23.

REJECTION DELAYED MONTH; HAIL LOSS MUST BE PAID

The Wisconsin supreme court concurs with the lower court that a farmer who applies for hail insurance and who is not informed that his application is rejected until a month later is entitled to indemnity if his crop is damaged on the day rejection notice is received. The case is Kukuska vs. Home Mutual Hail-Tornado.

Kukuska made application in writing for hail insurance and on July 3 the application was received by the Home Mutual Hail-Tornado, which took no action until July 25, when it refused to issue a policy. The letter of rejection was received by the agent on July 27 and Kukuska was not informed until Aug. 1. Late in the afternoon of the day Kukuska was informed of his rejection, his crops were damaged by hail.

Declaring that if Kukuska had been notified of the rejection of his application within a reasonable time, he could have protected himself against the loss, the trial court held for the plaintiff.

Grimsley Fire Manager

W. V. Grimsley, special agent in the service department of the Home of New York in Chicago for a year, has resigned to become fire insurance manager for the Kenney-Michaud local agency of St. Paul. Mr. Grimsley has had considerable experience in sprinklered risks and special hazards. Before going to Chicago he was four years in the head office of the Home at New York City as examiner in the improved risk department.

Held as Embezzler

Charged with embezzling \$25,000 of the funds of the Lac qui Parle Town Farmers Union Fire, M. A. Stemsrud, former treasurer of the company, is under arrest at Madison, Minn. He denies the charge and declares the money was stolen from his office. He served as treasurer of the company for more than 30 years.

Invite Company Men to Speak

MINNEAPOLIS, March 25.—A novel plan has been instituted by the Insurance Club of Minneapolis. Letters have been sent to the home offices of 60 fire and casualty companies throughout the country outlining the schedule

of club meetings for the next three months and extending an invitation to officials visiting the Twin Cities on meeting days to appear before the club as speakers.

Secretary Clyde B. Helm reports that most of the officials addressed have responded favorably and that, in many instances, the invitations to speak have been accepted.

Wisconsin Has 32,000 Agents

In order to answer an inquiry from a reader, Commissioner Freedy of Wisconsin was asked for the number of agents licensed in Wisconsin. He estimates that there are approximately 11,000 fire agents in the state, 15,840 casualty agents and 5,000 life agents.

Vetoes Hail Measure

A bill to put the state hail insurance department under provisions of the state budget law and to require the legislature to make biennial appropriations for its operating expenses, has been vetoed by Governor Shafer of North Dakota. He opposed the measure because the department is not supported by the state treasury or by general taxation, but from hail insurance premiums. Operating expenses fluctuate from year to year, he said, and enactment of the bill would inconvenience the department.

Set Annual Meeting Date

MILWAUKEE, March 25.—The Wisconsin Fire Underwriters Association will hold its quarterly meeting April 7 in Milwaukee.

J. R. Dumont, manager Interstate Underwriters Board, will explain the work of the board and answer any questions.

The annual meeting of the association will be held at the Schwartz hotel at Elkhart Lake, about 58 miles north of Milwaukee on June 23-24. C. R. James, Aetna special agent, has been appointed chairman of the entertainment committee.

Self-Insurance Bill Up

ST. PAUL, March 25.—A bill to permit school boards of Minneapolis, St. Paul and Duluth to carry their own insurance on school properties has been introduced in the Minnesota legislature. The measure would allow the establishment of insurance funds not to exceed \$50,000 in each of the school districts.

Affiliate with Commercial Club

BELOIT, WIS., March 25.—The Beloit Underwriters Association, including 36 agencies here, will affiliate with the Beloit commercial club as the insurance division of the club. Nearly all the members of the underwriters' association now hold memberships in the commercial club. Officers of the local board will continue to act as before.

Wisconsin Notes

The Wisconsin Blue Goose held a good-fellowship luncheon in Milwaukee March 23. An informal dinner and bridge will be held in Milwaukee April 11.

W. W. Belson, secretary of the Insurance Federation of Wisconsin, and editor of the "Federation News," will address the Kiwanis club at Elkhorn, Wis., March 30 on compulsory automobile liability insurance and a financial responsibility law.

A survey of all mercantile and industrial properties in Monroe, Wis., has recently been completed by the Wisconsin Inspection Bureau, and a new schedule of rates will soon be published. Monroe had not been surveyed since the spring of 1923.

The Coughlin-Johnson Company has been organized in St. Paul to deal in real estate, bonds and insurance. The members are H. W. Coughlin, G. H. Johnson and H. G. Johnson, all of St. Paul.

Bernard Heinze, who has been connected with local agencies at Little Rock, Ark., for the past seven years, has joined the insurance department of the Peoples Trust Company.

"—ever present a spirit of friendliness and co-operation—an added asset to both Agent and Company."

WILL WRIGHT (Field Correspondent)



THE YORKSHIRE
INSURANCE CO. LTD.
LONDON & PROVINCIAL
MARINE & GENERAL INS. CO. LTD.
SEA BOARD
FIRE & MARINE AND THE
YORKSHIRE
INDEMNITY CO. OF N.Y.

FOR THE UP TO THE MINUTE AGENT

Colors
Blue
Red
Green
Gold



Any
Design

Any
Shape

ORDER YOUR NEXT SUPPLY
FROM DAVENPORT-TAYLOR MFG. CO., 412 ORLEANS ST., CHICAGO
OR FROM THE NATIONAL UNDERWRITER, CHICAGO

FRANK J. BUCHER, President

WM. F. KRAMER, Secretary

Organized 1865

The RELIABLE FIRE INSURANCE COMPANY
DAYTON, OHIO

Surplus to Policyholders \$1,066,134.00

An independent Ohio Company with a record of more than 60 years of honorable dealing with Agents and Assureds

Directory of Leading Local Agents

COLORADO

Standart, Main & Brewster, Inc.
General Agents for
Colorado, New Mexico & Wyoming
Patterson Bldg. DENVER

ILLINOIS

**CRITCHELL, MILLER
WHITNEY & BARBOUR**
Established 1868
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED S. JAMES & CO.
Insurance Exchange Building
Chicago

INDIANA

**THE STATE SAVINGS AND
TRUST COMPANY**
INSURANCE DEPARTMENT
9 East Market St., Indianapolis, Ind.
Complete facilities for handling all lines of
insurance anywhere in the State of Indiana.

LOUISIANA

LEON IRWIN & CO., Inc.
Unexcelled Insurance Facilities
NEW ORLEANS, LA.

MICHIGAN

Detroit Insurance Agency
G. W. Carter, Pres.
H. L. Newman, Vice Pres.,
Louis J. Lepper, Sec.-Treas.
Fisher Bldg. Detroit, Mich.

Established 1875

Grinnell-Row Company
GENERAL INSURANCE
Grand Rapids, Michigan

MISSOURI

Chas. L. Crane Agency Co.
Underwriters in All Branches
Thoroughly Trained Engineers
Representing the Largest Leading Companies
Eleventh Floor Pierce Bldg.
St. Louis, Mo.

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

NEW JERSEY

Boynton Brothers & Co.
Ernest H. Boynton, President
Fred J. Cox, Vice President & Treas.
Roy C. Evans, Secretary
Insurance, Mortgages and Real Estate
200 Jefferson Street
PERTH AMBOY, NEW JERSEY

NEW YORK

CENTRAL FIRE AGENCY, INC.
(Underwriting Agency)
Risks accepted throughout the United
States, Canada, Cuba and Porto Rico
92 William Street, New York City

OHIO

Walter P. Dolle & Co.
"Insures Anything Insurable"
Dixie Terminal Bldg.
CINCINNATI
Submit Your Propositions to Us

Established 1899

FRANK J. MACKLIN
FIRE INSURANCE
306-10 Citizens Bank Bldg.
COLUMBUS, O.

THE C. F. MEDARIS CO.
Loans - Insurance
Surety Bonds
610 Gardner Bldg. Toledo, Ohio

TENNESSEE

LOVENTHAL BROS.
Representing Seventeen Strong
Companies, writing every form of
INSURANCE
General Agents New York Indemnity Co.
Nashville, Tenn.

TEXAS

RICE & BELK
INSURANCE
Established 1886
HOUSTON, TEXAS

WEST VIRGINIA

FOUNDED 1876
Patterson, Bell & Crane Co.
INSURANCE and BONDS
CHARLESTON, WEST VIRGINIA
Engineering Services and Underwriting
Facilities for W. Va. Lines

J. F. Paull & Company
GENERAL AGENTS
Rooms 508-9-10 Board of Trade Bldg.
Wheeling, W. Va.
Ohio, Pennsylvania and West Va.
Business Solicited

LEE C. PAULL
INSURANCE
Wheeling, W. Va.
Engineering Dept. J. E. Brown
Brokerage Dept. O. W. Linde
W. Va. Brokerage Solicited

WISCONSIN

Chris Schroeder & Son Co
86 Michigan St. MILWAUKEE
Engineering Service—All Lines
The largest insurance agency in the
State of Wisconsin

IN THE MISSOURI VALLEY

Oil Tank Loss Complicated

Fire in One Series Burns Connection,
Causing Contents Loss of Other
Series

SIoux CITY, IA., March 25.—Inter-
esting and complicated adjustment
problems are growing out of a stubborn
oil storage tank fire here. It appears
that the battery of 11 tanks which were
involved in the fire were connected by
a pipe line with a battery of five other
tanks which did not catch fire. These
two locations were insured under different
policies. During the fire, this pipe
line connection was burned off, which
permitted the draining out of the gaso-
line from the tanks not involved in the
fire, but the gasoline was burned.

The question facing adjusters is: Will
the companies insuring the tanks and
contents at the burned location admit
liability for contents which they were
not insuring, and on the other hand will
the companies insuring the location un-
touched by flames pay for the burning of
contents not on the location insured?
The insurer of the five tanks, which
were not burned, is probably liable for
the loss of the contents of those tanks.
Subrogation might be brought against
the insurer of the 11 tanks.

Another point in controversy is
whether or not the glass broken in the
neighborhood by the explosion of the
tanks is covered under fire policies on
the buildings where glass was broken.
The decision of the New York supreme
court, which appears to have made the
rule, indicates that damage by explo-
sion, even though following a hostile
fire, is not covered under a straight fire
policy. It is covered only by an ex-
plosion contract.

Other claims are arising because of
alleged injury to paint on surrounding
buildings, through the smudge created
by the burning oil.

Helpful Programs Given for the Hail Adjusters

A helpful program was presented at
the adjusters' school of instruction under
the auspices of the advisory committee
of the Western Hail Association in
Wichita. Practically the same program
was repeated at Omaha Friday and
Saturday of last week and in Sioux
Falls, S. D., Monday and Tuesday of
this week.

Among the speakers at Wichita were
W. N. Robberson, superintendent of the
hail department in Wichita for the Hart-
ford, "How state and special agents can
best cooperate in the adjustment of
losses"; James B. Cullison, Jr., manager
Rain & Hail Bureau, Chicago, "Hail ap-
plication and policy contract"; Z. A.
Hazzard, manager hail department Na-
tional Union, "Adjustment of losses";
Jacob Nelson, manager hail department
America Fore, "Uniform adjustment
blanks and their use"; R. H. Sherman,
manager southwest hail department of
the Home, "Necessity of cooperation in
adjustment of losses"; John Peterson,
manager hail department Great Ameri-
can, "Possibility of fraud claims"; H. A.
Sundberg, Hedwall-Sundberg general
agency, Minneapolis, "Hail loss clearing
house"; Glenn Cavanaugh, Cavanaugh
General Agency, Omaha, "Proving up
on claims."

Big Loss in Omaha Warehouse

OMAHA, March 25.—Following a
fire in the Terminal Warehouse build-
ing, Tenth and Jones streets, 18 firemen
were taken to hospitals, while nine
others and one civilian were overcome
by smoke or cut by flying glass. Among
those taken to the hospital were Fire
Chief Patrick Cogan and three of his
assistant chiefs. All are expected to re-

cover, although the condition of two
firemen is described as serious.

The blaze is thought to have been
caused by spontaneous combustion in a
quantity of beet pulp on the seventh
floor of the warehouse. Firemen were
hampered by the thick, choking fumes
in trying to locate the blaze. The loss
was unofficially estimated at about \$15,-
000 on the building and \$100,000 on con-
tents, probably all covered by insurance.

Tenants that suffered losses were the
M. J. B. Coffee Company, J. B. Sales
Company, Omaha Western Sales Com-
pany, Omaha Tractor & Equipment
Company, Myers Brokerage Company
and Rowe Manufacturing Company.

Colfax, Ia., Inspected

At the inspection of Colfax by 21
members of the Iowa State Fire Pre-
vention Association, 67 places were vis-
ited and 258 recommendations made.
The public schools were visited and
talks made to pupils. At the luncheon
Secretary C. W. Borrett gave a brief
address, after which he presented A. M.
Upham, L. & L. G., who gave an out-
line of the efforts being extended to re-
duce fire losses. He informed the Col-
fax business men that a follow-up sys-
tem would be invoked and urged them
to treat seriously the good intentions of
those who are endeavoring to reduce
fire hazards.

Sikeston, Mo., to Be Inspected

Under the auspices of the fire preven-
tion committee of the local chamber of
commerce, the Lions Club cooperating
in the activity, the Missouri Fire Pre-
vention Association will conduct an edu-
cational and inspection campaign in
Sikeston, April 8. A public meeting will
be held at a civic dinner in the even-
ing, sponsored by the chamber of
commerce and the Lions Club. A home
inspection contest will be carried out
and talks will be made before the schools
the day of the inspection by members of
the speakers' bureau of the association.

Another Markham Indorsement

The St. Louis chamber of commerce
has indorsed G. D. Markham for elec-
tion to the board of directors of the
United States Chamber of Commerce
to represent the insurance department,
and will aid in his campaign. The elec-
tion will be held April 29-May 1. Mr.
Markham is senior partner of W. H.
Markham & Co.

Blue Goose Hears School Head

DES MOINES, March 25.—J. W.
Studebaker, superintendent of Des
Moines city schools, addressed the Iowa
Blue Goose at the Monday luncheon.
C. D. Wherry, most loyal gander, pre-
sided. A round table discussion brought
out the best method of dealing with
problems that confront field men in ad-
justing balances. It is planned in April
to feature a special program at each
luncheon with a special committee in
charge.

Newton Gets Rate Reduction

The new rate book published by the
Kansas Inspection Bureau for Newton,
Kan., resulted in an average reduction
on buildings and contents of 11 percent.
The city manager has announced that
the city is willing to make additional im-
provements in fire protection in order
to obtain a better classification, and it is
probable that a further reduction will
be secured.

Kansas Farm Questionnaire

The farm committee of the Kansas
Association of Insurance Agents has re-
quested of the membership of the asso-
ciation an expression of opinion as to
the relative safety of gasoline pressure
lanterns and kerosene lanterns. The

new farm form provides that gasoline lamps or lanterns for lights and open lights in barns and out buildings are positively prohibited. The questionnaire, which was signed by Rosse Case of Marion, Kan., chairman of the committee, states that the manufacturers of gasoline pressure lanterns claim that these lanterns are safer than kerosene.

Mr. Case urges that members fill out the lengthy questionnaire on farm writing in Kansas, which was submitted some time ago. He says the farm committee has received 75 answers.

Keep Up Fight for Refund

ST. LOUIS, March 25.—Missouri state officials are renewing their efforts to have the general assembly enact legislation that will legally enable the state to get control of the surplus in refunds of insurance premiums collected by fire insurance companies in violation of the 10 percent reduction in fire, hail, tornado and lightning insurance rates ordered by Former Superintendent Hyde in 1922. Attorney-General Shartel has sent letters to members of the Missouri senate urging that they vote for the bill. In his letter Shartel pointed out that it will be impossible to pay back a large part of the excess premiums collected by the insurance companies, adding: "The general escheat bill will enable the state to recover several million dollars for the state treasury."

Service Bureau Guests

SIOUX CITY, IA., March 25.—R. E. McLain and G. C. Whitmer of the Iowa Insurance Service Bureau, Des Moines, were guests at last week's meeting of the Sioux City Fire & Casualty Underwriters. Other guests were C. D. Arnold, manager of the Sioux City branch of the Iowa Insurance Service Bureau, and his office force.

Chief Stops Fire School

OMAHA, March 25.—Fire Chief Cogan has called off the school in the "Chemistry of Fire" which has been conducted four days a week by William Campen, Omaha chemist, since Dec. 1.

The school for firemen was conducted under the direction of the federal vocational training department. Half of Campen's salary—\$3 an hour—was paid by the government, one-fourth by the

state and one-fourth by the board of education.

Campen said that he had instructed the firemen in about one-half of the course when the chief stopped the school.

Firemen's Pension Bill Killed

The Missouri house has killed the firemen's pension bill, which would have authorized cities to levy an occupation tax of not more than 2 percent on insurance premiums. In addition St. Louis would have been authorized to levy a flat fee of \$200 for every fire company represented by each agent and \$100 on every other type of company represented.

It would have resulted in the collection of about \$85,000 in St. Louis and \$67,000 in Kansas City.

Missouri Notes

E. D. Moore, 65, who formerly operated a big local agency at Liberty, Mo., died last week in Kansas City.

W. H. Markham & Co., St. Louis, is now representing the Newark as a No. 1 agent on a sole agency basis.

G. M. Hamilton has been elected vice-president of the Hoffman, Son & Co. agency, St. Louis. He will be in charge of the fidelity and surety department.

J. H. Freudenstein, 76, died at his home at St. Louis recently. He was formerly with the Schafer-Freudenstein Company and had spent 40 years in the insurance business.

Nebraska Notes

A block and a half of the business district of Millard, Omaha suburb, was swept by fire last week, causing damages totaling \$125,000. The Peters auditorium building, housing a number of retail stores, was completely destroyed, with loss of \$75,000. The insurance is estimated at \$45,000.

The Boomer Agencies, Lincoln, Neb., specializing in various forms of business service, which has been operated for 13 years with Mrs. G. B. Boomer as manager, has established an insurance bureau with W. H. Mason, a veteran insurance man, in charge. All coverage except life will be sold.

Kansas Notes

A new rate book for Garden City was issued by the Kansas Inspection Bureau last week. Smaller towns published were Galva, Selden, Roxbury and Lost Springs.

L. P. Yust has been appointed manager of the insurance department of the Valley Agency at Hutchinson, operated in connection with the Valley Building & Loan Association. He was formerly with the Brehm Agency at Hutchinson.

STATES OF THE SOUTHWEST

Texas Legislation Discussed

Directors and Legislative Committee of Agents' Association Consider Pending Bills at Dallas Meeting

DALLAS, TEX., March 25.—Directors and the legislative committee of the Texas Association of Insurance Agents believe that the bill now before the legislature providing that cities and towns should name boards to appraise property for fire insurance purposes would nullify the fire loss credit and penalty law, R. W. Thompson, member of the legislative committee, said, following a meeting of the committees in Dallas.

This proposed bill and several others were discussed at the meeting, with a view of getting opinions on the measures. Ed M. Polk of Corsicana, president, and C. L. Duncan of Mt. Pleasant, former president and now chairman of the legislative committee, were among those attending.

The announced purpose of the bill is to reduce overinsurance in Texas, which Commissioner DeWeese says is responsible for a large part of the fire losses. It provides that in case property insured for more than the value fixed by the city burns, it could only be charged against the city in fire credit ratings at the amount set by the city's valuation.

It was also decided at this meeting

to obtain an expression from the agents over the state concerning certain pending bills, especially that fixing maximum commissions to be paid local agents. The commission bills in Texas have been favorably reported and the association says it would like to know what the agents think of the measure before taking definite action on it.

Spilman General Agency Is Bought by Floyd West & Co.

The Floyd West & Co. general agency at Dallas announces the purchase of the L. G. Spilman Company general agency of Amarillo, the merger of that business with Floyd West & Co., and transfer of the companies operating through the Spilman general agency.

F. H. Duff, L. G. Spilman and J. A. Travis will act jointly as assistant general agents. Mr. Duff and Mr. Travis have been with Floyd West & Co. for the past ten years as office manager and chief underwriter respectively. Mr. Spilman will act as agency superintendent, supervisor of the special agency staff and manager of the farm and hail departments.

Fund Fallacy Exposed

DALLAS, March 25.—The theory held in Dallas, that the city can save



WHAT IS THE UNDERWRITERS' LABORATORIES, INC.?

This is a corporation organized for service—not profit—to test the merits of materials, appliances and systems in respect to fire, accident, collision and burglary hazards. While it was established and is maintained by the National Board of Fire Underwriters, conference stock casualty companies also participate in its work.

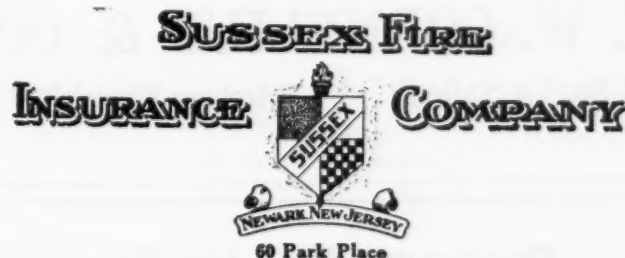
The Laboratories maintains one of the largest and most completely equipped plants of its kind in this country. It employs approximately 150 engineers and assistants at the main plant at Chicago, and also maintains branch laboratories in New York and San Francisco, and agencies throughout the United States and Canada.

Its work is of public benefit because any one buying a product carrying its label of approval can be assured that such product has passed the most rigid tests known to science, and may be relied upon to measure up to the claims made for it.

Great American
Indemnity Company
CASUALTY New York SURETY
We'll gladly answer your questions

Operating Strictly as an Agency Company

United States and Dominion of Canada



Cash Capital
\$1,000,000.00

1805

1931

Caledonian Insurance Company

The Oldest Scottish Insurance Office

Caledonian-American Insurance Company of New York

ROBERT R. CLARK,
U. S. Manager and President

THE NETHERLANDS INSURANCE COMPANY OF THE HAGUE, HOLLAND

Est. 1845

ROBERT R. CLARK, U. S. Manager

EXECUTIVE OFFICES: HARTFORD, CONN.

INSURANCE STOCKS

BOUGHT -- SOLD -- QUOTED

Mr. Howard W. Cornelius has specialized in Insurance Stocks for the past twenty years.

Inquiries Invited

H. W. CORNELIUS & CO.

105 So. La Salle St. Telephone Randolph 9168
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PROVIDENT FIRE INS. CO.

Fire and Automobile Lines

ROYAL EXCHANGE
ASSURANCE

THE STATE
ASSURANCE CO., LTD.

CAR AND GENERAL
INSURANCE CORPORATION, LTD.

Automobile, Liability and Plate Glass

95 Maiden Lane

New York

money by creating an insurance fund of its own, has been exploded by the burning for the second time since 1915 of the Fannin school building, which was damaged to an extent that renders it inadvisable to restore it. The fund, created several years ago, now amounts to \$110,000 but cost of replacement of the building will be \$60,000, nearly 50 percent of the result of years' application of premiums to a fund.

First Storm of Season

DALLAS, March 25.—The first wind-storm of the season swept across Texas and Oklahoma last week, taking a toll of three dead and 30 injured. Property damage reported amounts to more than \$75,000. Four business blocks of Clinton, Okla., were swept away and fires following the storm added much to the havoc. The loss there was \$50,000. Desdemona, Tex., and Dallas, among others, reported heavy loss by storm and fire, though no lives were lost at either place.

Tax Bill Advanced

OKLAHOMA CITY, March 25.—House bill 359, which has been engrossing the attention of insurance men of Oklahoma, has been advanced another step, being recommended by committees for passage. The bill provides for a 10 percent income tax for all corporations operating in the state.

Legislative committees of all insurance associations of the state have been centralizing efforts on an amendment which would exclude insurance companies.

Pay Fuller Tribute

OKLAHOMA CITY, March 25.—At a recent meeting of the local Blue Goose, resolutions were passed paying tribute to the late Guy H. Fuller, manager of the Fuller Adjustment Company. Mr. Fuller served the Blue Goose in various capacities, including most loyal gander.

Oklahoma Meeting May 6

OKLAHOMA CITY, March 25.—John Benson, president, announces that the annual meeting of the Oklahoma Fire Underwriters Association will be held May 6-7 at the Scottish Rite Club, Lake McAlester, near McAlester. This is the first time for many years that the association has not met at Medicine Park.

Arkansas Taxes Reported

LITTLE ROCK, ARK., March 25.—Since Jan. 1 the state insurance department has collected \$601,897 under the 2 percent premium tax, and various fees payable by foreign insurance companies operating in the state, Commissioner A. D. Dulaney reports.

Require Cash Premiums

Effective April 1 virtually all fire companies operating in Arkansas will place premium collections on a cash basis, and many of the agencies have so notified their insureds. It was reported that the policy was adopted in the hope of offsetting fire losses sustained during the 1930 drouth and cash losses in the series of bank failures. It is understood, however, that the rule will be enforced only

Thirty-Six Companies Pro Rate \$10 Fire Loss

BEAUMONT, TEX., March 25.—The fire heard around the world (almost) was the blaze that occurred at the negro tuberculosis hospital here last November, in which a \$10 loss resulted. It was a far-reaching "conflagration" in this way: Jefferson county carries fire insurance on a pro rata basis in 36 companies located from California to England. The companies have been paying their pro rata share of the loss and the county treasurer reports one of the checks actually ran as high as \$1.95, while an English carrier paid 31 cents, a Connecticut company 51 cents and a California company 42 cents. Twenty of the 36 concerns have sent checks and the county treasurer is watching his mail for more.

for a temporary period and the former credit extended when conditions are more nearly normal.

Texas Credits, and Penalties

AUSTIN, TEX., March 25.—The Texas department has allowed these additional good fire record credits:

15 Percent—Crystal City, Croom, Idalou, Itasca, Junction, Kirbyville, Knox City, Kosse, Littlefield, Miles, Port Neches, Texas City, Waelder, Weslaco, Henderson, Irving, Italy, Jacksboro, Llano, Penelope, Robstown, Round Rock and Winters.

12 Percent—Roscoe, Canadian.

9 Percent—Refugio, Floresville, Godley.

3 Percent—Olney, Lometa, Stratford.

Bad fire record penalties—15 percent, Gunter, Grand Prairies, Omaha, 12 percent, Gilman, Granger; 6 percent, Farmersville; 3 percent, Livingston, Teague.

No penalty or credit was given Grandview.

DeWeese Asks Cooperation

DALLAS, March 25.—Commissioner DeWeese has just published a bulletin directed to the attention of local city authorities, in an effort to get them to cooperate more effectively with the insurance department to end the evil of over-insurance, which his reports from fire marshals indicate is the cause of a very large percentage of fires.

Want Sprinkler Charge Removed

SAN ANTONIO, March 25.—Thirty-three department stores and large wholesale and retail establishments here have renewed their old request to the city to discontinue an annual charge of \$119 made by the city water board for use of water for automatic sprinkling systems.

The charge is inherited from the old San Antonio Water Supply Company, privately-owned, the petition states. It was pointed out that other large Texas cities have discontinued such a charge.

Committees Favor Bills

AUSTIN, TEX., March 25.—A bill requiring insurance companies to pay

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DALLAS

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companies in TEXAS

Fire
Bonds
Casualty

the expense of examinations has been favorably reported on by the Texas senate committee. A bill requiring foreign companies doing business in Texas to give a \$25,000 bond or deposit that amount in securities has also been favorably reported. The house committee has reported favorably on a bill to place companies writing lightning, hail, wind-storm and tornado insurance under the jurisdiction of the state insurance commission.

Oklahoma Notes

C. T. Ingalls, manager Oklahoma Inspection Bureau, announces that Muskogee is being rerated, with the prospect of raising it from fifth to fourth class.

Jack McKenzie, Shawnee attorney, has been appointed to succeed Mrs. Bertha Mae Hanson as assistant fire marshal of Oklahoma.

Hatler Smith, special agent for the Will S. Eberle general agency, Oklahoma City, was married recently to Mrs. Lera

Miller. Both are former residents of Shawnee.

The general theme of study of the Oklahoma City Insurance Women's Association for the remainder of the season will be policy contracts.

The local agencies of Foy Crawford and W. C. Stout at Ponca City, Okla., have consolidated their agencies. The new agency will be known as the Sooner Agency, with offices at 110 North Third street.

Texas Notes

J. J. Johnson, assistant treasurer Western National Fire, San Antonio, after a three weeks' stay in a hospital is again in his office.

National Board inspectors have begun a survey and inspection of the Dallas waterworks system, fire department, fire alarm system and building code.

K. E. Larsen has opened a new agency, known as the Larsen Insurance Agency, at 410 Southwestern Life building, Dallas, to write all lines of insurance. Mr. Larsen was with the Automobile Underwriters for a number of years.

IN THE SOUTHERN STATES

Tennessee Agents' Meeting

Membership Question and Legislative Measures Discussed at the Conference at Nashville

President John M. Dean, Secretary Julia Hindman and other officers of the Tennessee Association of Insurance Agents called a meeting of members who were present at the mid-year meeting of the National Association of Insurance Agents at Nashville in order to discuss some problems confronting the Tennessee organization. It was stated that the general business depression and the bank failures had reduced the income of many local agents and it was difficult to hold some of the members in the organization because they were cutting down on all possible expense. Plans were suggested for conserving the membership and if possible adding to it. Although there is a political fight in Tennessee between Governor Horton and his opponents which involves the investigation of state departments and this is attracting the attention of the legislators, still there are some bills introduced that are decidedly dangerous. Steps were taken to fight these bills.

Home Meet in New Orleans

President Kurth and Other Officials of Great Fleet Attend Southern Field Sessions

NEW ORLEANS, March 25.—Field representatives of the Home of New York group were in session here conferring with head office executives regarding conditions in the south and southwest, and hearing official viewpoints on business opportunities. The dominant note was pronouncedly optimistic, field men agreeing that despite the industrial and economic depression, hard work would add premium income.

In addition to President Kurth, others attending were Vice-presidents Smith, Burke and Campbell, Secretary Hill, Southern Fire; Vice-president Martindale, Home Indemnity, and Assistant Secretaries Weaver and Byer. More than 100 were present.

It is intended that field men of the west, northern Pacific Coast and Canada will convene at Chicago the week of May 18, which gathering will be attended by President Kurth and other Home group executives.

Mrs. J. L. Smith, wife of the state agent in Kentucky for the London & Lancashire and Orient and mother of W. W. Smith, state agent for the L. & L. & G., underwent a recent operation for appendicitis, which was complicated by peritonitis, but is now making good progress toward recovery.

Conditions Unsatisfactory

Tennessee Field Men Find Many Small Risk Losses Developing in the State

NASHVILLE, March 25.—Field men of Tennessee declare that conditions throughout the state are far from being satisfactory. There has been a multitude of dwelling and small mercantile fires. This may indicate an increase in moral hazard, although it is difficult to pin culpability on any one. Many agents are hit hard on their collections due to depressed business conditions and bank failures. In points where banks have failed funds of assureds are tied up and in many cases the agents are embarrassed by a similar situation. The Rogers Caldwell & Co. crash hurt the state in many ways. There is very little new business being developed.

Meetings in Four States

Local Agents Fix the Dates for Annual Conventions in Georgia, Carolinas and Virginia

Arrangements have been made for four southern states to have their state association meetings follow one another. The Georgia meeting will be June 9-10, the South Carolina, June 11-12; North Carolina, June 15-16, and Virginia, June 17-18. Just who will represent the National association at these meetings has not been determined. Clyde B. Smith of Lansing, Mich., former president, will be at the Florida meeting at Orlando this week.

Water Situation Improved

LOUISVILLE, March 25.—The Kentucky Actuarial Bureau is sending out a bulletin to the companies, commenting on improvement in the drought situation in Kentucky, where shortage of water has been fully relieved. The situation resulted in Lexington, Lawrenceburg, Paris and many other cities starting movements for improvement of water supplies, some such improvements having already been made.

Ruling on Mutuals

FRANKFORT, KY., March 25.—Agents of out-of-state fire mutuals must be licensed in Kentucky and the policies issued by such companies must be countersigned by representatives within the state. This ruling was made by Attorney-General Cammack in response to an inquiry from the insurance department. Although mutuals are exempt from some laws governing insurance companies, the exemption per-



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Easton West
INSURANCE COMPANY OF NEW HAVEN

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tains to companies only and does not include agents, according to the attorney-general.

Wants All Schools Insured

RICHMOND, March 25.—Importance of adequate fire insurance protection for public schools in Virginia is stressed in letters sent to superintendents throughout the state by S. B. Hall, state superintendent of public instruction. He recommends that all school buildings be appraised by a competent committee and that each building be fully insured. Since Christmas, he says, the division superintendents have reported five fires resulting in almost total loss of school buildings. Loss on buildings is in excess of \$250,000, while insurance carried was less than half the approximate valuation. There have also been a number of smaller fire losses in other school buildings.

Dock Board Issue Reopened

NEW ORLEANS, March 25.—The matter of insurance rates on dock board properties protected by sprinkler systems has been reopened by the Louisiana insurance commission and a resolution was adopted citing the Louisiana Rating & Fire Prevention Bureau to appear within 15 days and show cause why the dock board properties, "when protected by approved sprinkler devices and Lowe rate of rise equipment" should not be given "a rate of 49.6 cents or less." R. P. Strong, secretary of the bureau, declared the bureau would be glad to appear to have its decisions and rulings reviewed.

The bureau recently quoted rates for different types of sprinklers. The commission, however, declared that no discrimination in rates should be made between various types of devices approved

by the Underwriters Laboratories. The companies then took the attitude that if they were not to be allowed to discriminate between the various devices they would quote for all of them the rate established for those they considered least desirable.

Albany Chief Speaks

ATLANTA, GA., March 25.—Chief D. W. Brosnan of the Albany, Ga. fire department was the principal speaker on a fire prevention program in Atlanta March 20 which is being sponsored by the Atlanta chamber of commerce and local insurance men. Chief Brosnan told how Albany maintains the lowest fire loss ratio of any community of like size in the United States.

Hospital Is Fire Trap

ATLANTA, GA., March 25.—A. W. Caldwell, executive secretary, American Hospital Association, has completed a survey of the Grady public hospital and confirms the opinion of Atlanta insurance men that the institution is a veritable fire trap.

American Constitution Cited

NEW ORLEANS, March 25.—The American Constitution Fire has been cited by the Louisiana insurance commission to show cause on or before March 31 why it should not be penalized for failing to file its schedule of commissions to be paid agents in Louisiana. The law requires such filings to be made by Dec. 1.

Greater Miami Exchange

MIAMI, FLA., March 25.—Representatives of 25 insurance agencies of metropolitan Miami have organized the Greater Miami Insurance Exchange. F.

O. Pruitt is president; F. B. Adae, vice-president; I. B. Green, secretary-treasurer; P. M. McIntosh, G. C. Stembler, Marvin D. Adams, R. W. Butler, J. S. Hooper, Frank O. Pruitt and I. B. Green compose the executive committee. Semi-monthly meetings will be held in the Olympia building.

South Carolina Tax Bill

The South Carolina house passed house bill 355 imposing an additional 1 percent tax on insurance companies. It now goes to the senate.

Hindman & Brock Divide

By mutual consent, the agency of Hindman & Brock, Nashville, Tenn., has been dissolved. Miss Julia Hindman, the well known secretary of the Tennessee Association of Insurance Agents, will continue to represent the companies formerly represented by the firm. James E. Brock will enter other lines which he will announce later.

Zone Experience Asked

RICHMOND, March 25.—The Virginia department is sending out forms to fire companies to report their fire experience by zones on classes of risks on which different rates are maintained in two or more zones, the report to cover experience in the last six months of 1930. Hereafter they must report on experience for the entire year. In the past the companies have reported fire experience for the state as a whole.

Want Self-Insurance

ATHENS, TENN., March 25.—Efforts are being made here to have McMinn county become a self-insurer. Proponents of the idea would carry no insurance after the policies now in force

Is Presiding



QUINLAN ADAMS

Quinlan Adams of Orlando, Fla., is presiding this week at the annual meeting of the Florida Local Underwriters Association being held in his home city. Mr. Adams is one of the foremost local agents of Florida and has done yeoman service in the agency movement.

expire. During the last 10 years fire and tornado premiums have been \$30,777 on county property while \$1,031 in losses were paid.

Financing Plan Presented

WINSTON-SALEM, N. C., March 25.—A plan whereby industrial banks will finance insurance on an easy

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Leasehold
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NORTHWESTERN
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Minneapolis, Minnesota

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STATEMENT JANUARY 1, 1931

CAPITAL
\$3,000,000.00
RESERVE FOR ALL OTHER LIABILITIES
2,002,924.63
NET SURPLUS
4,322,916.71
ASSETS
9,325,841.34
SURPLUS FOR THE PROTECTION OF POLICY HOLDERS
\$7,322,916.71
LOSSES PAID POLICY HOLDERS
\$13,911,780.46

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monthly payment basis was announced at the regular meeting of the Winston-Salem Insurance Exchange. The plan was heartily endorsed by the exchange members.

Ex-Mayor Tom Barber, well known insurance man, spoke at the meeting, discussing monopolistic state funds and the recent bill providing such a fund for North Carolina, which was defeated in the legislature a few days ago.

E. T. Pullen, Jr., was elected secretary-treasurer of the exchange. Plans were discussed for a series of educational articles on insurance for publication in local papers. Members will prepare copy and submit it to the exchange at the next meeting.

Blue Goose Hears Fire Chief

JACKSON, MISS., March 25.—Fire Chief L. F. McDonald, speaking before the monthly luncheon of the Blue Goose, announced that the annual fire school here will open Monday May 11, with George R. Ward, instructor in the fire department of St. Louis, in charge.

Chief McDonald told of the campaign in Jackson to reduce the number of fires, stating that 750 fires were recorded in Jackson in 1930. Rigid inspection is being enforced both in the business and residential sections of the city.

Cosby to Continue Agency

Clyde Maddox of the Lynchburg, Va., local agency of Cosby & Maddox died of pneumonia last week. P. G. Cosby, Jr., his partner, who specializes in life production, being one of the star producers for the Provident Mutual, has acquired his interest and plans to carry on the agency.

Would Assist City Authorities

The Richmond (Va.) local board has named a committee to confer with the city authorities with a view of assisting them in the handling of the city's in-

surance. This is in line with action already taken by boards in New Orleans and Birmingham.

Witherspoon Hays Appointed

Witherspoon Hays, director of public relations, Tennessee Inspection Bureau, has been appointed district chairman in Tennessee of the contest committee of the National Fire Waste Council. He succeeds Norman B. Berry, Aetna, recently resigned.

Kentucky Notes

G. P. Ellison, Ashland, Ky., local agent, has been appointed colonel on the staff of Governor Sampson.

At Murray, Ky., K. C. Frazee of the Frazee, Berry & Melugin agency has purchased the Holton Insurance Agency, formerly operated by H. E. Holton.

Lee Hill, a former banker, and John Cash, a former life insurance agent, have established a new agency at Stanford, Ky., operating as Hill & Cash.

F. A. Hummel, 68, Paducah, Ky., partner in the Hummel Brothers agency, died following an attack of influenza. He had been in the insurance business for 40 years.

At Ashland, Ky., the Yager brothers, operating as the Yager Insurance Agency, have separated into two agencies. C. G. Yager continues the Yager Insurance Agency, while J. S. Yager will operate under his own name.

Southern Notes

Koon & Brooks, a new firm in Augusta, Ga., have taken the agency for the United States Merchants & Shippers.

G. S. Castleberry, with the farm department of the Hartford Fire at Louisville, as adjuster for two years, has been transferred to Tennessee.

C. M. Ketchum, secretary of the chamber of commerce of Greensboro, is the new district chairman of the contest committee of the National Fire Waste Council in North Carolina, succeeding Burke Hobgood, secretary of the Durham chamber of commerce, who died recently.

H. V. Godbold, Richmond local agent, who has been recuperating in Florida from an attack of the "flu," has returned home fully restored to health.

ON THE PACIFIC COAST

Oregon Portfolios Limited

Domestic Companies May Invest Only 10 Percent of Capital, Funds in Stocks of Other Insurers

Among the insurance measures passed by the recent Oregon legislature and signed by Governor Meier is an act prohibiting any domestic company from investing more than 10 percent of its capital and funds in the stock of other insurance companies.

Another measure regulates reciprocal and inter-insurance. Another law defines marine insurance, marine business and marine risks. Local mutual fire companies are permitted to enlarge their territory under another act. Fire insurance rating bureaus and rating schedules of individual companies are affected by one new law.

Legislation in Utah

SALT LAKE CITY, March 25.—The Utah legislature has passed the adjusters license bill and the agents brokerage bill sponsored by the Utah Association of Insurance Agents and Commissioner McQuarrie. The brokerage bill requires agents and brokers residing outside of Utah and doing business in the state to pay a license fee to the state. The adjusters bill requires all adjusters to be licensed by the commissioner's office. The model arson bill also was passed. No action was taken on the agents' qualification bill.

New Montana Laws

Governor Erickson of Montana has signed a measure requiring that companies other than those using New York standard form policies to file with the state department the form of proposed

policies for approval or disapproval. Another bill which obtained the governor's signature defines classes of insurance and limitations of risks written by insurance companies. A third provides for the levying and collection of hail taxes on lands of persons electing to come under the act.

Go on Board Basis

The Chas. W. McCormick Co., agents at Billings, Mont., and W. A. Dilley, Hamilton, Mont., have changed to a board basis and are now representing companies members of the Pacific Board.

Southwest Specialists Elect

LOS ANGELES, March 25.—At the annual meeting of the Special Agents Association of the Pacific Southwest, these officers were elected: W. L. Miller, Jr., Carl N. Corwin office, president; S. J. Ogilvie, C. A. Colvin office, vice-president; A. E. McFarlin, Seeley & Co., secretary-treasurer. The executive committee includes F. W. Brand, G. L. Camp, R. O. Elmore, S. L. Harrington, J. S. Hurry, L. S. James, F. Krueger and A. M. Pfalzer.

Referred to Washington

A recent report of the address of J. K. Woolley, manager Washington Surveying & Rating Bureau, Seattle, Wash., on "Experience Rating in Fire Insurance," given at the annual meeting of the Fire Underwriters Association of the Pacific in San Francisco, was incorporated in a single item with comments on addresses by other speakers in such a way that it appeared Mr. Woolley was talking about the "California situation" when in fact his entire paper dealt with conditions in the state of Washington. The fire insurance experience to which

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Baltica Insurance Co., Ltd.
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he referred thus was Washington experience and not that of California. The other speakers dealt with conditions in California and a tie-up of these two territories in one story was confusing.

Clark on Coast Tour

A tour of inspection of Pacific Coast agencies is being made by R. R. Clark, United States manager of the Caledonian, who arrived in San Francisco March 24.

Names Safety Committee

A safety committee has been appointed by the Sacramento (Calif.) Insurance Exchange to cooperate with the traffic department of the local police force and the press, in an effort to reduce the number of traffic accidents. George Watrous is chairman of the committee.

Names San Diego General Agent

R. C. Pennington has been appointed general agent at San Diego for the Cosmopolitan Fire, in charge of San Diego and Imperial counties, by B. L. Dowell, vice-president in charge of Pacific Coast operations of the Lloyds Casualty group, of which the Cosmopolitan Fire is a member.

Hurry Gets Glens Falls

R. H. Griffith, vice-president of the Glens Falls group in charge of Pacific Coast field, has appointed J. S. Hurry as manager for both the fire and casualty companies in Los Angeles, succeeding B. C. Sturges, resigned.

Field Meeting in Great Falls

The spring meeting of the Montana Special Agents Association and Montana Blue Goose will be held in Great Falls April 15-16, respectively. A hail insurance meeting will also be held in Great Falls April 13-14. W. F. McKee of Great Falls is president of the special agents' association and W. L. McCallum, also of Great Falls, is most loyal gander of the Blue Goose.

California Bills Advanced

SACRAMENTO, March 25.—The senate insurance committee has approved with a "do pass" recommendation assembly bill 1506, the state fire marshal bill, and assembly bill 932, known as the "gyp automobile club" bill. A committee hearing on the agency qualification bill is set for April 2.

Tackles Problem in Seattle

F. S. Danforth, secretary Millers National, is visiting the Pacific Northwest to determine what course to take following the retirement of the Millers National from the C. B. DeMille agency in Seattle and the reinsurance of its business from that agency. The Chicago Fire & Marine, Ohio Farmers and Millers National retired from the agency about the same time. Mr. Danforth is

accompanied by E. K. Schultz, general agent for the Millers National at Philadelphia, who incidentally was the first agent of the company, and by H. M. Giles, Minneapolis agent for the company. They will visit San Francisco, Los Angeles and other points on the coast before returning.

New Los Angeles Agency

Announcement has been made of the formation of the Rule, McGee & Riggs agency, with offices at 826 Standard Oil building, Los Angeles, composed of former members of the Rule & Sons agency, including G. A. Rule, former vice-president of the agency; W. H. McGee, who was associated with the agency 14 years, and R. W. Riggs, who had been with Rule & Sons for nine years.

Los Angeles Agent Held

LOS ANGELES, March 25.—John Marakas, president of the Marakas Insurance Agency, Los Angeles, was ordered to stand trial on ten counts of theft and violation of the insurance laws following a preliminary hearing. Four additional counts charging similar offenses were dismissed because of insufficient evidence.

Evidence was presented to show that in several instances Marakas failed to forward to home offices insurance premiums which his agency had collected.

Sullivan Speaks at Billings

F. J. Sullivan of the Butte office of the Pacific Board addressed the Billings Insurance Association. Following Mr. Sullivan's talk and his report on the Billings public schools, a round-table discussion was held by the 20 members in attendance.

Utah-Idaho Blue Goose Auxiliary

SALT LAKE CITY, March 25.—The ladies' auxiliary of the Utah-Idaho Blue Goose held a very successful bridge-luncheon under the direction of Mrs. Ralph Moe, chairman of the entertainment committee, who was assisted by Mrs. Harry Todd. The auxiliary holds frequent meetings.

Coast Notes

Pat Coffey, supervisor of the Washington Blue Goose, was married recently to Miss Ida M. O'Neill at Spokane.

The First National Fire Agency, Phoenix, Ariz., has been incorporated by George H. Belt and V. Elvey.

Domestic insurance companies in Washington can have as many directors as they wish. A new law eliminates the old five minimum and 15 maximum provision.

The Los Angeles offices of the California insurance department, in charge of H. S. Risbrough, assistant commissioner, have been removed from the Associated Realty building to 903 Pershing Square building.

J. F. Fowles, president of the Wasatch Insurance & Investment Company, Ogden, Utah, active in the Utah Association of Insurance Agents and a state senator, has been elected president of the Ogden chamber of commerce.

are keeping up their premiums with difficulty. Any reduction in their dividends, brought about by an increased tax, will make it even more difficult for them to do so."

Farm Losses Heavier

DENVER, March 25.—Farm losses in a large portion of the Mountain field have been larger in 1931 than last year, according to local reports. A leading general agent reports farm losses affecting his companies amount to as much up to the present in 1931 as for the entire year of 1930.

Albuquerque Office Opened

DENVER, March 25.—The Webster-Deeds Adjustment Company will open a branch office in Albuquerque, N. M. P. J. Deeds, member of the firm, will be in charge of the new office.

Withdraw from Hobbs

DENVER, March 25.—Several general agents and insurance fleets represented here by department managers have withdrawn from Hobbs, N. M., the

new oil center, it is reported here. There have been some serious fires, and one leader declared he could not continue to operate there under the present hazard. Many, he said, had forecast a second Casper at Hobbs, with steady development, stability and public improvements to follow, but he pointed out this progress had been interrupted by the throttled state of affairs in the oil business and the recent general business depression.

New Mexico Bills Killed

SANTA FE, N. M., March 25.—Two bills which attracted wide attention have been killed by the New Mexico legislature, which has adjourned. One bill provided 10 percent penalty in addition to reasonable attorney's fees when the plaintiff secured court judgment in amount larger than that offered by the insurance company. Frederic Williams, Denver, secretary Rocky Mountain Fire Underwriters Association, was in Santa Fe to oppose the measure. The other bill to meet its demise was the proposal to have the state carry its own insurance.

EASTERN STATES ACTIVITIES

Boston Treaty Is Expected

Agreement Reached Between Representatives of Agents and E. U. A. Is Up for Ratification

NEW YORK, March 25.—Fire company executives express confidence that commissioned agents of Boston when they next meet will accept the agreement recently submitted on behalf of the Eastern Underwriters Association. If this occurs, then accord will have been reached with another of the "excepted cities" in the organization's jurisdiction, leaving only Philadelphia and Pittsburgh to come into line.

Boston Situation Difficult

The Boston situation has been a difficult one to handle. Effort has been made to settle it from time to time within the past four years, but until now without particular headway. Within the past month, members of the Boston committee of the E. U. A., headed by G. E. Beardsley, vice-president Aetna of Hartford, conferred with a representative committee of Boston local agents for which W. Gilmour was spokesman, and reached an understanding. The executive committee of the E. U. A. approved the recommendations of its committee, and it is hoped Boston agents will do the same.

Commissions and brokerages in Boston have been in a most unsatisfactory state for years, companies vying with one another for the favor of agents, and the latter in turn being hard pressed by brokers. Because of the insistence of the brokers, the local agents affirmed the customary overhead allowed them, leaving but a scant margin.

Wadsworth Gets New Honor

Harry H. Wadsworth, who was recently elected head of the Insurance Federation of America, was elected president of the Syracuse Underwriters Exchange at the annual meeting. Clarence Dillenback is vice-president, B. E. Haylor is secretary-treasurer. Alan C. Fobes, H. L. Moreland and W. E. Hamilton were named directors for three years.

Massachusetts Society Meets

BOSTON, March 25.—A special meeting of the Insurance Society of Massachusetts will be held tomorrow evening to consider the committee report on revision of by-laws. Following the business meeting there will be motion pictures of the Boston fire department in action.

Answer Pennsylvania Ukase

E. U. A. Committee Treats Each Item Agents Want Embodied in Standard Contract

A special committee of the Eastern Underwriters Association has treated categorically the specific proposals of the Pennsylvania Association of Insurance Agents, which the agents desire to be incorporated in a standard contract.

The answer was communicated only to the committee of agents and to company members of the E. U. A.

The E. U. A. committee concurred in the principle that ownership of expirations is in the agent except in the case of default in payment of premiums. It also agreed in the recommendation that home or branch offices should not offer special inducements, such as free rent, telephone service, etc., as an inducement to get business, but the E. U. A. committee did not endorse the proposal that home and branch offices should not do business over the counter. The E. U. A. doubts whether the Pennsylvania association has the moral or legal right to enforce such a rule.

Mutual Reinsurance

The committee agreed that the Eastern Underwriters Association companies should not accept reinsurance from mutuals and reciprocals, but it did not agree that they should not accept reinsurance from stock companies which are not members of all the rating organizations of the state. It is correct to accept such reinsurance if the ceding company is a member of the organization in the territory in which the risk is located, the committee stated.

The company committee stated that the same qualifications are not necessary for a small town agent as for a large city agent. It pointed out that to attempt to enforce the sole agency rule in large cities where several agencies had been permitted under organization rules would be equivalent to asking companies which built up plants in accord with those rules to hand over some of their agents and business to newcomers in the field which had no plants or merely small ones.

Since there are about 100 non-affiliated companies over which the Eastern Underwriters Association has no control, it is impossible, according to the committee, for the association fully to regulate brokerage. They expressed the opinion that adoption of uniform commissions throughout the state would bring many middlemen, brokers and solicitors into the business in medium

IN THE MOUNTAIN FIELD

Tax Proposal Stirs Colorado

Premiums Tax Increase Proposal Is Strongly Opposed by Both Life and Fire Interests

DENVER, March 25.—One of the liveliest legislative struggles in years has developed over the bill which would boost the state tax on insurance premiums from 2 percent to 2½ percent.

Legislators, now in session, are receiving an avalanche of letters from life insurance policyholders throughout Colorado protesting the unwarranted burden against their policies. Many life insurance leaders have also vigor-

ously opposed the measure in committee. Frederic Williams, secretary Rocky Mountain Fire Underwriters Association, will present figures to the committee, indicating the fire and life insurance premiums are already bearing far more than their share of the tax burden of the state.

The daily press has taken up the subject, giving liberal space against the measure in news reports and editorials. "Any new tax is undesirable," declared the editors of the "Rocky Mountain News," "but in this case it particularly is bad to put another tax on those who can least afford it—the poorest people in the state. There are thousands of Coloradans whose insurance represents their only estate, and who

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sized towns. The present expense ratio, which is too high, according to the committee, makes the stock companies vulnerable to the attacks of the mutuals and reciprocals which already control a considerable percentage of the fire business.

Brown Is Blue Goose Speaker

BOSTON, March 25.—Commissioner Merton L. Brown of Massachusetts addressed the March meeting of the New England Blue Goose and was elected to membership in the pond at that meeting.

Motor Insurance Events

Cooperative Plan Succeeds

Alliance of Carriers and Auto Dealers in New York on Repair Work Excites Wide Interest

NEW YORK, March 25.—Automobile underwriters of Chicago and Cleveland are considerably interested in operations of the Automobile Insurance Adjusters Association of this city, and have been inquiring as to its methods, with a view of launching similar organizations in their cities.

The association was formed a year ago as a cooperative effort by automobile dealers and insurance companies, primarily to better conditions in settling fire, theft and collision claims, and eliminate excessive charges by assureds and garage men for repairs and accessories.

Loyal Support Is Given

This association, and the Brooklyn Motor Vehicle Dealers Association, have secured support of all manufacturers of standard makes of cars. When a car covered by one of the member carriers is damaged it is turned over to the service station maintained by its manufacturer, and a careful estimate of repair cost is sent. There is a contact man in each station with whom adjusters deal, and appeal may be made to the chairman of the territorial dealers association, who is umpire.

Through this means insurance men are assured that repair figures are honest, while assureds are guaranteed that repairs will be made by manufacturer's service station.

The National Bureau of Casualty & Surety Underwriters and the New York Claim Association cooperate with fire company adjusters and automobile dealers, and has found the arrangement satisfactory.

May Extend to Newark

The Newark Automobile Trade Association became interested in the movement and induced underwriters to extend the arrangement to their city, which it is planned to do about April 1, or as soon thereafter as details can be completed.

There are 150 fire companies, including some of the foremost fleets, represented in the organization by their chief automobile claim men in metropolitan territory. G. S. Trecartin, Agricultural and Empire State, heads the body. Membership on the board of governors consists of D. H. Collinson, North British & Mercantile; R. Hyler, Continental, and G. O. Reynolds, Crum & Forster.

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Auto Theft Ring Is Exposed

Authorized Ford Dealer Found by Chicago Adjusters to Have Sold 36 Stolen Cars

Operations of a clever auto theft ring which placed nearly new Fords through an authorized Ford dealer near Logansport, Ind., who was highly respected in his community, have been turned up by Koerts & Kitts, independent adjusters, Insurance Exchange, Chicago. No arrests have been made as yet but 36 Fords were recovered and the fate of the dealer is in the hands of the department of justice. Koerts & Kitts ran on to the ring in following down a Ford stolen in Chicago, which was traced to the dealer's shop.

Spurious Bill of Sale

The dealer was unable to produce records but finally submitted a bill of sale on the letterhead of a Chicago finance company, which was found fictitious. Koerts & Kitts returned to Indiana with a department of justice representative and dug up 30 bills of sale in the dealer's files but found no record of persons to whom the cars were sold. They checked through recent licenses and applications for title and in three days 17 "hot" cars were turned up, all Fords, and mostly with changed motor numbers.

Some of the cars with changed numbers had been refinanced with an Indianapolis concern and it was found practically all had been sold to farmers as new cars. Thirteen were cars for which Koerts & Kitts had been looking. One was only three hours old when it was stolen and the owner had not had time to get insurance.

Koerts & Kitts were given fine cooperation by Officers Larkin, Rabbitt and La Porte of the Chicago auto theft squad, and State Policeman R. L. King of Indiana. Operations of the gang were particularly dangerous because they were through an authorized Ford dealer who distributed most of the cars as new and got full price. The officer of a concern which had bought one of the cars was stubborn in his belief that he had watched it being unloaded from a freight car, but there had been a switch and it was found the car in his possession had a spare tire which had run evidently over 10,000 miles and which he thought was new because it was covered.

Parking Lot Legal Liability Form Is Now Being Prepared

To meet the insurance needs of the ever growing number of owners of open lot parking places, the National Automobile Underwriters Association is preparing a parking lot legal liability form. This will be similar to the garage keeper's legal liability form, but will be adapted more closely to the needs of the open air garages.

Some companies have been applying the garage keeper's legal liability form to the parking lot risks, but the form is not precisely suitable.

Parking lot proprietors have a legal liability for the automobile entrusted to their care, courts have decided on numerous occasions. It is necessary for the owner of the car to set up that the proprietor was guilty of negligence if the automobile was stolen, but this is usually not a difficult point to establish. In a case just decided in the city court in Baltimore, for instance, the jury awarded damages of \$675 to the owner of a car which had been stolen from a parking lot. The owner of the car was Victor Skruk, who was insured in the General Exchange of the General Motors Corporation, which company brought subrogation against the proprietor of the parking lot.

The Hanover Fire has appointed J. D. McNamee to take charge of the organization and development of its brokerage department at Montreal.

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Annual Statements, January 1, 1931

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(Sixty-seventh Annual Statement)

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Is Reserving **\$585,959,405.04**

Actuarial calculations show that \$569,035,343.89 would be sufficient to meet all obligations under policy contracts and to pay all taxes and discharge all other liabilities which had been incurred prior to January 1, 1931, but on which payment was not

then due. That is the total amount which the insurance laws require. The Company has, however, voluntarily set aside the further sum of \$16,924,061.15, as an additional measure of safety, to care for epidemics, catastrophes and business depressions.

For the Further Protection of Policyholders **\$46,963,538.78**

This is the sum by which the assets exceed the reserves and all other liabilities and represents \$20,000,000.00 capital and \$26,963,538.78 surplus.

Life Insurance in Force **\$4,889,122,692.00**

The Travelers Indemnity Company

(Twenty-fifth Annual Statement)

Has (Assets) **\$21,411,223.94**

Is Reserving **\$13,316,383.71**

Of this amount \$11,041,642.11 is for legal reserves and other liabilities and \$2,274,741.60 is special reserve which the Company has voluntarily set aside as an additional measure of safety.

For the Further Protection of Policyholders **\$8,094,840.23**

This is the sum by which the assets exceed the reserves and all other liabilities and represents \$3,000,000.00 capital and \$5,094,840.23 surplus.

The Travelers Fire Insurance Company

(Seventh Annual Statement)

Has (Assets) **\$14,949,240.56**

Is Reserving **\$10,774,800.87**

Of this amount \$9,808,805.19 is for legal reserves and other liabilities and \$965,995.68 is special reserve which the Company has voluntarily set aside as an additional measure of safety.

For the Further Protection of Policyholders **\$4,174,439.69**

This is the sum by which the assets exceed the reserves and all other liabilities and represents \$2,000,000.00 capital and \$2,174,439.69 surplus.

Premium Income, 1930, of The Travelers Companies **\$185,479,005.03**

Life Insurance	\$106,119,172.89	Accident and Health	\$14,665,831.46
Liability, including Automobile	\$24,298,885.72	Fire, Windstorm and Miscellaneous,	\$6,399,723.98
Property Damage and Collision	\$8,465,217.27	Boiler and Machinery	\$1,116,483.37
Automobile Fire and Theft	\$1,887,696.92	Burglary and Robbery ¹	\$2,492,448.74
Workmen's Compensation	\$19,299,299.05	Plate Glass	\$734,245.63

Total Income, 1930, of The Travelers Companies **\$217,278,185.19**

This figure includes premium income and investment income.

Total Paid to Date in Policy Benefits **\$935,392,788.63**

The portion paid in 1930 required the issuance of more than one million checks and bank drafts. An average of 3,339 a day—Every business day—Fifty-two weeks.

To serve policyholders, promptly and efficiently, no matter where they may be, The Travelers has established throughout the United States and Canada, 223

claim service offices; 1,483 people devote their entire time to this purpose. In addition, thousands of Travelers agents stand ready to render immediate service.

For the prevention of accidents, The Travelers maintains an Engineering and Inspection Division with a personnel of 640. To date the Companies have spent \$27,781,435.68 in such conservation work for the benefit of policyholders.

MORAL:
Insure in The Travelers

The National Underwriter

March 26, 1931

CASUALTY AND SURETY SECTION

Page Thirty-three

Major Operation on Compensation

W. E. Harrington Declares That
Important Changes Should
Be Effectuated

NEEDS ARE ANALYZED

Says National Agency Representatives
Will Soon Meet Committee from
the National Bureau

W. E. Harrington of Atlanta, Ga., chairman of the committee of the National Association of Insurance Agents, that was appointed to deal with the National Bureau of Casualty & Surety Underwriters in the latter's new rating formula, declared at the mid-year meeting at Nashville that companies and agents need to study workmen's compensation in the mass and as a whole. He declared that the National Bureau advocated what might be called a homeopathic dose of medicine as a cure when workmen's compensation, he asserted, needed a major operation. In the consideration of the workmen's compensation subject he said that some \$150,000,000 in premiums were involved.

Wants Comprehensive Organization

Mr. Harrington said that the stock companies should be organized by themselves to handle compensation in its larger aspects and should not be tied up with participating companies, which in his opinion are handicapping stock interests in the National Council on Workmen's Compensation Insurance. In the first place, Mr. Harrington said that his committee recommended that there should be an arrangement established by the National Bureau so that the auditing of payrolls could be made on a cooperative plan rather than having each company employ its own auditors. He also said that safety engineering work is not featured as it should be by the companies. His committee recommended that there be a joint department for safety engineering so that the business as a whole from the stock company standpoint could be treated intelligently and expertly for the benefit of members.

Would Abolish Schedule Rating

Next, the committee recommended that schedule rating be entirely abolished. He said that it had been productive of no good results. Schedule rating, he emphatically stated, had been a failure in connection with compensation risks. Mr. Harrington said that some members of his committee feel that there should be a cooperative department established for claim settlements. The committee as a whole, he asserted, is not ready to say that would be a practical departure although he did say that undoubtedly the member companies could cooperate effectively in their medical work. This, he felt,

Agents Seek Commissions on Bond for Hoover Dam

President Percy H. Goodwin of the National Association of Insurance Agents at the mid-year meeting at Nashville did not mince words in condemning the method by which the Boulder dam contract bond was written without giving any commission to agents. He said that the statement was made that no agents did any work and therefore there was no need for any commission. There was a 5 percent engineering service allowed. Mr. Goodwin said that some agents had spent money in going to Washington and drawing up plans for the contract bond. They had regularly dealt with contractors who were interested in the project. Mr. Goodwin said that this big bond was put through without recognition of local agents and establishes a dangerous precedent.

Many Protests from Agents

He said that he had been bombarded with letters and telegrams from various agents throughout the country protesting against the plan pursued. The companies writing the contract bond said that the amount was fixed by law and the net premium was computed as a matter of public necessity. There was no co-surety commission allowed, it was stated. The main contractor declared that he did not desire the service of a broker or agent. President Goodwin declared that similar practices may be followed in the future. Some of the contractors engaged in this work have formed an incorporated concern known as the Six Companies. These contractors, he said, in dealing with other work, use bonds. A committee of the National executive committee has been appointed to protest this action and take up the matter with the surety companies.

CONFERENCE TO BE HELD

NEW YORK, March 25.—As a result of the vigorous protest lodged by surety agents throughout different parts of the country over the failure of the companies to grant commission on the \$5,000,000 performance bond furnished by the Six Companies of San Francisco, successful bidders for the construction of the Hoover dam power plant and appurtenant works of the Boulder canyon project in the adjoining states of Arizona, Nevada and California, a con-

would reduce expenses greatly. Through cooperative departments economies of various kinds could be effected.

Mr. Harrington stated that the assembling of workmen's compensation figures showed that the average commission on 96.9 percent of the workmen's compensation risks is 9.58 percent to producers. The gross cost, he said, is 16.76 percent, which he declared, is not excessive. Mr. Harrington said that the agents are willing to assist in the solution of the problem. The recommendation of the National Bureau, he said, did not constitute a remedy but merely meant a revised formula with commissions reduced. He declared that in his

(CONTINUED ON LAST PAGE)

ference of the interested surety offices will likely be held at an early date. The prediction is that a commission allowance will be granted. The building project, by virtue of its magnitude and intricate engineering features, was one that all surety companies desired to fight shy of, a number flatly refusing to join in granting either the required bid or performance bond.

Acted from Sense of Duty

The 21 offices that finally agreed to write the indemnity, each assuming a specified sum ranging from \$50,000 to \$550,000 did so largely from a sense of public duty and a desire to facilitate the completion of a task so greatly favored by the federal administration. A rate of \$16.87 per \$1,000 on the contract price for the term was promulgated by the Towner Rating Bureau, this taking into consideration a maximum commission allowance of 5 percent.

Might Establish Precedent

Just why the commission was not paid is something of a mystery that will likely be cleared up within the next 48 hours. Company managers deny any purpose of avoiding commission allowance, and declaring their every intent to deal fairly with those entitled to such payment. What exercised the agency fraternity was not alone the failure to receive a commission, but that it might establish a precedent to be followed in the writing of bonds covering other huge construction projects.

Statistical Problems Are Receiving Attention

NEW YORK, March 25.—Methods for the standardization of practices in accounting and statistical problems in casualty and surety lines were discussed at a meeting of the Association of Casualty & Surety Accountants & Statisticians. Particular attention was given to situations arising from present economic conditions.

G. D. Moore, comptroller of the Standard Surety and president of the association, conducted the sessions, which lasted throughout Friday. F. S. Perryman, actuary Royal Indemnity, is vice-president, and Marcus Meltzer, statistician of the National Bureau, secretary.

Three State Casualty Tables in This Issue

In this week's issue the experience of the casualty companies in New York, Minnesota and Ohio is published. The Pennsylvania table was published last week. These tables show the premiums and losses for the various casualty lines and constitute a valuable addition to the casualty man's statistical file.

Companies Asked to Renew Pledge

Beha Again Requests Members
to Bind Themselves to
Bureau Rules

CHICAGO DILEMMA CAUSE

Action Speeded Because of Threat by
One Important Member to
Withdraw

NEW YORK, March 25.—As a result of the recent conference in New York on Chicago rates, commissions and general agency violations, company members of the National Bureau of Casualty & Surety Underwriters are being solicited by General Manager Beha to renew their pledges to abide by the rules and practices of the bureau.

Although every member of the bureau is a signatory to the pledge, the idea of those behind the renewal idea is that offenders will now be brought face to face with their delinquencies. If companies renew their pledges at this time but continue to engage in objectionable practices, the theory is that they could be held more strictly to an accounting than if they were merely signatories of an instrument, which has begun to turn yellow with age.

Company Threatens Withdrawal

One reason which was responsible for members of the Chicago conference deciding to recommend this definite step of soliciting renewals of the pledge, was the implied threat of one of the big companies to withdraw from the National Bureau unless there is a real housecleaning in Chicago. Representatives of this company say that its business has been gravely disturbed by competitors violating commission and rate regulations of the bureau.

The Chicago branch managers are said to be in sympathy with this plan to obtain renewal of the pledge from member companies. The Chicago people feel that this plan recognizes that reform in Chicago must originate with the home offices. Some eastern executives hold that the Chicago men must put their own house in order. They feel that the home office is helpless when powerful Chicago general agencies insist upon taking a course, which causes the company to violate bureau practices. Few companies are willing to make the sacrifice for purity of losing their place in any one of several of the big general agencies in Chicago.

Only Three Pure Offices

At the conference of a committee of Chicago general agents and branch managers with a sub-committee of the National Bureau on Chicago, Mr. Beha summarized the results of his investigation in Chicago last December. Instead of naming companies, he referred to

(CONTINUED ON LAST PAGE)

Appeal From Hare & Chase Case Ruling Is Undecided

PLAINTIFF STANDS ENJOINED

National Surety Victorious So Far in
Suit for \$3,050,000 Under Excess
Cover Bond

NEW YORK, March 25.—Whether appeal will be taken from the recent decision of Judge Julian Mack of the United States district court, southern district of New York, upholding the position of the National Surety in the action against it by reorganizers of the failed installment note house of Hare & Chase, Philadelphia, under an ultimate loss bond, is a question.

Under the extended decision the plaintiff is enjoined from proceeding with its action at law against the National Surety, from which it sought to collect in excess of \$3,050,000.

The transaction upon which the suit was brought dates back some 12 or more years. Hare & Chase, important insurance men of the Quaker City, made a contract to finance the purchase of Pierce Arrow trucks. Later the arrangement extended to include the financing of pleasure cars.

The National Surety's original bond guaranteed the payment of any loss Hare & Chase might suffer beyond a stipulated figure. In other words, it was an excess loss cover.

It was expressly agreed that the bond would not be liable for losses suffered through the financing of taxicabs. The subsequent bond, apparently failed to include this exemption. When the successors of Hare & Chase demanded settlement from the National Surety for losses sustained on taxicabs. The company refused to admit liability.

It maintained that its continuing bonds were based upon the original agreement, a view upheld by the court, which fully sustained the position of the National Surety.

Hare & Chase years ago issued a series of collateral bonds based upon the individual notes given it by automobile purchasers and these were guaranteed by the Royal Indemnity. The manner in which the latter company met its obligation in the matter was such as to elicit the warmest possible commendation from the courts, though to the underwriting fraternity it was just what might have been expected of the institution.

Grand Central Agency Moves

The Grand Central agency, representing the Grand Central Surety of New York in Chicago, has been completely reorganized and will move next week from room 701 Insurance Exchange, to room A-1915 in the same building. This is in line with the complete revamping of the company's head office official staff and directorate. It is probable that the Chicago agency will be made a branch.

Rules Wooden Leg Under Compensation Statute

Damage to a wooden leg properly comes under the workmen's compensation statute, according to the California supreme court. John Driscoll, a teamster, fell off his wagon and broke his wooden leg. The state industrial accident commission awarded him \$383 damages. The Pacific Indemnity asked a review, contending that a wooden leg is personal property, but the supreme court held that the owner of the leg is entitled to damages if he breaks it in course of his employment.

Norman Moray Leaves Present Connections



NORMAN R. MORAY

NEW YORK, March 25.—Norman R. Moray will retire as chairman of the board of the Home Indemnity, Southern Surety and the Southern Fire, March 31. Pending the completion of his plans for the future, Mr. Moray will, at the invitation of the company administration, continue to make headquarters at the general office of the Southern Surety here.

Long an outstanding figure in casualty underwriting circles, Mr. Moray came into particular prominence during the 15 years he served as vice-president of the Hartford Accident & Indemnity, which post he resigned in 1928 to assume the presidency of the Southern Surety and Southern Fire. When control of the two corporations was secured by Home Fire interests last spring, Mr. Moray was made chairman of the board of each, as well as of the more recently formed Home Indemnity. One of the most popular executives that ever traveled the field, Mr. Moray has a legion of friends among the business producers who will follow his further career with pronounced interest.

National Bureau Adds to Staff, Broadens Activities

NEW YORK, March 25.—M. Graff, an industrial engineer of broad experience, has joined the National Bureau of Casualty & Surety Underwriters as director of the safety engineering division. He is a graduate of Sheffield Scientific School, Yale, and is to coordinate the industrial and public safety activities of the bureau. He will work with the engineering societies, the American Standards Association and the engineering committee of the member companies on all phases of the safety campaigns except traffic. This latter is the particular work of Maxwell Halsey.

T. B. Hanly, day city editor of the New York "World" up to the time of its suspension, and a newspaper man of wide experience on metropolitan journals, has joined the staff of the National Bureau, his work being to effect and maintain a closer contact between the National Bureau and the press, to the end that the outside world as well as the trade may be more fully informed of the many activities of the organization.

Dr. H. J. Stack, supervisor of child safety of the National Bureau, who has conducted courses at Columbia and in the New York City schools, has begun a course of lectures at Rutgers College. The course is made part of the curriculum and stresses the importance of prevention in school, athletic and home accidents.

Travelers Conferences Are to Be Held in Connecticut

TO DISCUSS CASUALTY SALES

Branch Manager Hines Invites Agents
from Wide Territory—Eglof and
Sherwood in Charge

BRIDGEPORT, CONN., March 25.—Representatives of the Travelers throughout southeastern Connecticut have been invited by J. L. Hines, casualty manager at the branch office, to attend a sales conference of the company in this city March 26, and in Stamford the following day.

The conferences will be directed by J. H. Eglof, supervisor of agency field service, aided by H. D. Sherwood, assistant instructor in casualty lines, both from the home office. Both spend considerable time traveling in this country and Canada informing Travelers agents as to casualty lines and sales methods.

Mr. Sherwood in addition to his field work is assistant instructor of the company's training school at Hartford. It is anticipated the Bridgeport meeting will be attended by Travelers agents in Fairfield and a portion of Litchfield counties and in the Naugatuck valley. The Stamford gathering will call in representatives from Springdale, Darien, New Canaan, Ridgefield, Mianus, Cos Cob, Greenwich and Norwalk, in addition to the home city.

Auto Accident State Fund Proposed by Maryland Bill

BALTIMORE, March 25.—Formation of a Maryland motor compensation commission, modeled after the state industrial accident commission, is proposed in a bill introduced in the legislature, which provides for compulsory automobile insurance and periodic examinations of motor vehicle operators.

The state would be called upon to bear the first year's cost, and thereafter the upkeep would come out of revenues from examinations and proportionate amounts of the insurance premiums.

Operators who have had no accidents resulting in personal injury to others for two years prior to the examination date, or operators who have not been found guilty of traffic violations such as reckless driving, speeding or intoxicated driving would be insured at the lowest possible premiums. Persons who had been involved in accidents or who had been convicted of violations would pay a correspondingly higher premium, to be set by the commission. This rate would be reduced in accordance with the subsequent record of a driver.

An operator either could carry insurance in the state fund or in a private participating or non-participating company.

Big Robbery Policy Carried

NEW YORK, March 25.—During the transfer of cash and securities of the Electric Bond & Share Co. from its Jersey City and New York City offices to the vaults in the new Irving Trust Co. building, Broadway and Wall street, a robbery policy of \$15,000,000 was carried, the issuing corporation being the National Surety, with the Fidelity & Deposit, United States Fidelity & Guaranty and the Hartford Indemnity as contributing insurers.

Hartford Accident in Davenport

The Davenport, Ia., agency of Waterman & Lohmiller has been appointed general agent for the Hartford Accident to take the place of the Continental Casualty.

French Is Promoted by the Seaboard Surety



C. W. FRENCH

NEW YORK, March 25.—C. W. French, for the past 12 months vice-president at Chicago for the Seaboard Surety of New York, in charge of the central west, has been designated vice-president in charge of business production the country over. In the future he will divide his time between Chicago and this city, keeping in close touch with production developments of the entire field. Prior to going with the Seaboard Surety, Mr. French was resident vice-president in the central west for the Royal Indemnity. He started his underwriting career with the Eldred Agency of Milwaukee, which office represents the Seaboard Surety locally at the present time.

Mr. French is an able surety man, well versed and personally popular. He was president of the Chicago Surety Underwriters Association at the time he connected with the Seaboard Surety, resigning because that company is not a member.

Lloyds of London Settles Claim of McFadden Estate

Lloyds of London have made a settlement of \$500,000 under an accident insurance claim following the death of George H. McFadden, cotton broker of Philadelphia, according to announcement by counsel for the estate. According to the coroner's verdict, McFadden died from electric shock caused by using a vibrator while bathing in his home at Villa Nova. Seventeen American companies are contesting claims against them of \$359,250. The total accident insurance carried by McFadden was \$1,019,250, said to be the largest block of personal accident insurance ever carried on one life. The claim against Lloyds of London was \$650,000.

The American companies are awaiting the report of an investigator before deciding whether to pay the claim or deny liability.

Lloyds Casualty in federal court at Philadelphia has filed a bill in equity to restrain the McFadden estate from starting suit to collect a \$250,000 accident policy and for an order of court requiring the executors to accept the return of \$75 for the premium paid.

It is understood the American companies will offer a settlement to the estate far below that given by Lloyds of London and that in the event it is rejected, it will then devolve on the estate to file 17 separate suits. It is believed that the settlement will be accepted by the estate rather than to enter into litigation which may last for three or four years.

Companies Lack Political Sense

Home Offices Need Some of Agent's Knowledge of Public Affairs

VIEW OF CLYDE B. SMITH

Casualty Business Gets Most of Criticism in Address Before Florida Agents

Acquisition of more political sense by the companies, especially the casualty companies, was advocated by Clyde B. Smith, past president of the National Association of Insurance Agents, during the course of an address before the Florida Association of Insurance Agents in annual session at Orlando.

"What is needed," Mr. Smith declared, "especially in the casualty end of the business, at the present time is a little more political sense and more diplomacy in dealing with the public. Those who are responsible for the success or failure of the companies must learn and learn soon that the interests of the public are paramount to all others."

Consultation Is Needed

Mr. Smith also criticized the companies for their failure to consult with agents before introducing important changes. "We, as agents," he said, "have not the slightest desire to tell the companies how their business should be run, but with all due modesty we do feel we might offer a little advice that would be helpful at times. We are the ones, and the only ones, who are coming in contact with the public that is buying this protection we all have to offer."

"There is no other business," he continued, "where the man on the firing line is so little consulted as in ours. Six months ago we had a conference over compensation in New York. We were practically told that no major change would be put into effect by the casualty companies unless we were taken into their confidence. Four months later they put into effect the change in automobile liability and property damage rates in some 27 states."

"Possibly they would claim this is not a major change but if it is not, what in the name of common sense would be called major? I would term this 'general' to say the least. We get increased rates along with equity treatment. What a combination! And they wonder why the agents are taking on non-affiliated casualty companies!"

Casualty Companies Hit

"We talk about the fire companies; why, if they did one-half to us what the casualty companies do, we would not be on speaking terms with any of them. Very few of the casualty companies even know the meaning of overhead writing. They expect us to take the dose as they see fit to administer it and say thank you for the treatment. When their remedy gets a little severe and they are threatened with adverse legislation, they not only ask but expect the agents to come to the rescue."

Mr. Smith predicted that casualty companies will as they grow older, be willing to "adopt sane and sound principles between themselves and their agents, and, in turn, between them both and the public."

"When this time comes we will not find them putting into effect a rate increase in compensation in a state where a monopolistic fund bill has just been

Aetna Life Companies in New Auto Partial Pay Plan

NINE MONTHS MAXIMUM TERM

25 Percent Down—Liability Policy Must Be Included—Agent Gets Share of Handling Charge

The Aetna Life companies, including the Aetna Casualty, Automobile and Standard Fire, have announced important revision of their instalment plan for the payment of automobile insurance premiums, which was introduced early in 1929.

The initial payment, under the new plan, is 25 percent of the annual premium plus the entire handling charges with fractional part of a dollar added where the annual premium is not even dollars. The balance of the annual premium is paid in equal monthly instalments of not less than \$2.50, the total number of subsequent instalments not to exceed nine. The first instalment is due from the assured on the effective date of the policy and subsequent instalments are due every 30 days following.

Company's Handling Charge

The company's charge for handling each monthly payment including the first is 25 cents per instalment, the total handling charge being payable with the first payment. The amount of the monthly instalment after the first 25 percent down payment is computed by dividing the 75 percent balance of the annual premium by the number of consecutive monthly payments after the first premium payment. The 75 percent balance must be divided into equal monthly payments and the odd cents being thrown into the first payment.

The monthly payments may be limited to any number less than nine.

The instalment payment plan may be applied to any policy which includes automobile liability insurance if the premium is over \$15 and less than \$5.00.

If the supervising office is not notified of any unpaid instalments within 30 days of the due date so that the assured's request for cancellation may be acted upon by the company, the producing agent will be held responsible for the payment of the earned premium. Premiums on the instalment plan will be remitted to supervising offices by agents or brokers in accordance with the company's regular collection rule. The producer will retain 50 percent of the handling charge for the collecting and handling of the premium payment. Commissions will be allowed at the customary rates and as the premium payments are made to the company.

defeated through the efforts of the agents, nor will they put in an increase in liability and property damage rates when they are faced with a rating law, especially when that particular state has shown a good profit for the past five years."

Condemns Equity Rating

Equity rating, Mr. Smith condemned along with the writing of fictitious automobile fleets. He said there is no difference between equity rates and cut rates.

The speaker commended the Florida qualification law and said it would be much better if the same law were in effect in other states.

"I have never known the insurance press to use so many superlatives as during the past few weeks in commenting on the statements of the companies as they have been released," Mr. Smith said. "A company that has lost 25 percent of its surplus may show an excellent experience, but I prefer to think that if some companies had shown a little more regard for insurance and less for speculation the stockholders would be in a happier frame of mind today."

President Resigns



HOMER H. MCKEE

Homer H. McKee, president of the Detroit Fidelity & Surety, has resigned. Although his resignation was submitted several weeks ago, it was not accepted until the last meeting of the board. He has not reached a decision as to his future connection.

Mr. McKee has been connected with the Detroit Fidelity & Surety since its organization in 1921. He was first vice-president in general charge of the company's business and a year or two later was made president.

Before that he had served as a surety underwriter with the National Surety at Cleveland and in Chicago as resident manager of the Globe Indemnity.

The Lloyds Casualty in New York recently acquired control of the Detroit Fidelity & Surety. Its capital has been reduced, thus creating more surplus, and its charter has been amended so as to permit it to write casualty and surety business generally. It is now operating as a member of the Lloyds Casualty group.

Wants Definite Plan for Use with Equity Risks

President Goodwin of the National Association of Insurance Agents at the mid-year meeting at Nashville said that the casualty companies in granting equity rates in different states did not follow any uniform course in granting commissions where these lower rates were allowed. The equity rates are promulgated by the National Bureau of Casualty & Surety Underwriters largely to meet competition. The agents are called upon to contribute by taking less commission. President Goodwin said that there should be a definite commission plan. A committee has been appointed to deal with the National Bureau on this subject.

American Surety Conference

Branch managers and special representatives of the American Surety and New York Casualty met with executives and divisional heads in Philadelphia Friday. The gathering concluding with a banquet at which A. F. LaFrentz, first vice-president of the American Surety, was the chief speaker. Representatives of the affiliated enterprises were on hand from Pittsburgh, Washington, D. C., Newark, Jersey City and Atlanta, while the home office contingent included A. A. Nelson, controller; H. W. Hutchinson, superintendent of production, and the following department heads; S. B. Brewster, burglary; F. W. Bull, contract; W. MacInnes, automobile and R. B. Hamilton of the court, probate and miscellaneous division.

Hearing Is Held On Compensation

Stock and Non-Stock Carriers Appear Before Commissioners' Sub-Committee

AMENDMENT CONSIDERED

Report Is to Be Submitted at Chicago Meeting of State Supervisors in June

NEW YORK, March 25.—The respective positions of stock and non-stock carriers on the amendment added last October to the constitution of the National Council on Compensation Insurance were fully presented at the series of three hearings held here March 19-21 before a sub-committee of the committee on workmen's compensation insurance of the National Convention of Insurance Commissioners.

The amendment on which the hearings were held limited operation of the National council to furnishing pure loss experience, permitting each type of companies to determine their own loading for expenses. The amendment was backed by stock companies, who had the necessary majority, and was strenuously opposed by non-stock carriers.

Personnel of Sub-committee

Commissioner Brown of Minnesota is chairman of the sub-committee, the other members being Commissioners Boney, North Carolina, and Brown, Massachusetts. C. W. Hobbs, the commissioners' special representative on the National council, was present.

Stock representatives gave their side of the case the first day. Non-stock men were heard at the second session. Both sessions were executive. The open hearing the last day brought forth no discussion on either side and the committee went into executive session. Its report will be submitted at the meeting of the committee on workmen's compensation in June at Chicago.

Stock Representatives

Stock interests were represented Thursday by J. A. Beha, general manager National Bureau of Casualty & Surety Underwriters; William Leslie, associate general manager National bureau; F. J. O'Neill, president Royal Indemnity; J. S. Phillips, president Great American Indemnity; B. D. Flynn, vice-president Travelers, and E. C. Bond, vice-president Maryland Casualty.

Representatives of non-stock carriers included A. V. Gruhn, general manager American Mutual Alliance; R. A. Wheeler, vice-president Liberty Mutual, and J. L. Train, general manager Utica Mutual.

Remittances From and to Home Offices by Branches

The remittances from and to their home offices by the United States branches of foreign casualty companies are given below:

From	To
Europ. Gen. Re. \$	\$ 750,963.71
Guarantee, N. A.	117,658.95
Lon. Guar. & A.	600,000.00
Gen. Accident	400,000.00
Car & General	9,966.84
Zurich	110,235.51
Prov. A. & W. Cr.	10,000.00
Ocean Acc.	66,343.64
Employers' Llab.	170.13
United British	65,566.11

G. B. Carpenter, special agent for the Lincoln Life & Accident, died from a gun wound received in an encounter with bandits in Oklahoma City.



We Welcome Inquiries from Progressive Agents

CENTRAL WEST CASUALTY CO.

CAPITAL \$1,000,000

HAL. H. SMITH, President

Detroit

Michigan

Questionnaire to Carriers From Cook County Judges

EXPLANATION IS NOT MADE

Circuit Court Wants to Know About
Guarantee Bonds, Dividends, De-
preciation, Etc.

Surety companies are much puzzled by a questionnaire, inquiring searchingly into their affairs, which they have received from Chief Justice Klarkowski of the circuit court of Cook county. The questionnaire was sent at the instruction of the executive committee of the circuit court. An explanation as to why information was wanted did not appear on the questionnaire and the secretary of the circuit court declined to explain to THE NATIONAL UNDERWRITER.

General Manager Beha of the National Bureau of Casualty & Surety Underwriters was in telephonic communication with surety people in Chicago Tuesday in an attempt to discover why the information was wanted, but it was reported that all he could get was various theories from the Chicago men about the questionnaire.

E. A. Collins Is Mentioned

E. A. Collins, formerly publicity director of the National Surety and more recently connected with the Grand Central Surety, induced the chief justice of the Cook county criminal court and other peace officers of the county to propose to surety companies that they organize a central bail bond bureau. Surety officials in Chicago wonder whether Mr. Collins has not instigated this questionnaire, which indicates a rather more intimate knowledge of surety company affairs than judges are likely to have. What Mr. Collins' motive would be in promoting the questionnaire is mystifying, however.

A committee from the Surety Association of Chicago consisting of W. H. Hansmann, Fidelity & Deposit, and T. E. Dunne, United States Casualty, called on Chief Justice Sonstebj of the municipal court of Chicago to inform him that 21 companies have expressed in writing disinclination to participate in a bail bond pool.

Surety companies must submit their annual statements each year in order to be qualified for the writing of court bonds in each juridical subdivision, but that has been done for 1931. The information requested in the questionnaire is never presented to the courts and some surety people doubt whether the records of the companies are carried in such a way that the information could be segregated.

Guarantee Bonds

The first question was whether by any instrument, the company has guaranteed the principal and interest of any bond issue. If guarantee bonds have been written, the circuit court wants total amount, the list of property and the amount of the guarantee on each. Furthermore, the court wants to know if any property, whose issues have been guaranteed, is in the hands of a receiver and the location of that property is requested.

Secondly, the judges ask whether the company has reinsured any of its guarantee bonds and if so with what company and how much has been reinsured.

The underwriting gain and loss of the company in 1930 is the information sought in the third question. What dividends were paid and from what source they were paid, is another matter on which the judges desire enlightenment. Information as to the movement of surplus is requested. In some detail, the judges want to know about the depreciation in stocks and bonds and furthermore whether stocks and bonds held as collateral have depreciated.

Another question is whether the company has suffered any loss in its rein-

Atlanta Agent Tells Compensation Situation



W. EUGENE HARRINGTON

One of the most forceful and able talks at the mid-year convention of the National Association of Insurance Agents at Nashville was given by W. E. Harrington of Atlanta, former president, who told about the workmen's compensation situation and the work the special committee of the organization did in dealing with the committee from the National Bureau of Casualty & Surety Underwriters. Mr. Harrington was chairman of the agency committee. He is one of the outstanding local agents of the country.

Power Sought to Suspend License in Massachusetts

BOSTON, March 25.—Commissioner Brown appeared before the insurance committee of the Massachusetts legislature last week with a substitute bill in which he asked for power to appeal to the courts for a temporary suspension of the license of a company to operate on the reasonable doubt in the commissioner's mind that such company was in danger of becoming insolvent.

The commissioner said the request had reference to mutual casualty companies only and was made on the grounds that periodical examinations were not made frequently enough to assure the department of the existing solvency of any company. It would be very easy for a company to get in a bad way soon after an examination without the department knowing of it for a certainty, yet there might be sufficient knowledge to warrant stopping the company then and there while the facts were made certain.

J. W. Cronin, Liberty Mutual counsel, opposed the word mutual in the bill and said it should apply to stock companies as well.

C. J. Innis, Transportation Mutual counsel, opposed the bill because he did not believe the commissioner should have such arbitrary power. Counsel Taylor of the insurance department declared that the bill provided the courts might suspend the order of the commissioner.

Insurance contracts. Companies are requested to report whether they issued any additional stock last year and if they acquired any real estate and if so details are requested. The company is asked whether it is affiliated with any other insurance enterprises.

The Abraham Lincoln Life, Springfield, Ill., has been licensed in Oklahoma. Gottfried Kueffer, 740 Hightower building, Oklahoma City, is general agent.

Casualty Field Changes

Caudill Is Vice-President

Superintendent of Bond Department Is Advanced by Constitution Indemnity of Philadelphia

The Constitution Indemnity announces the election of W. H. Caudill as vice-president and superintendent of the bond department. Since the organization of the Constitution Mr. Caudill has had active charge of the bonding department over which he continues supervision in addition to assuming other executive duties. After graduating from the University of Michigan in 1910, Mr. Caudill started in the legal department of the Southwestern Surety. He has been actively interested in all phases of the casualty and surety business.

Hoag Is Resident Manager

Selected to Succeed Late Eugene Oberdorfer in Atlanta Branch for Fidelity & Casualty

Selwyn B. Hoag has been selected to succeed the late Eugene Oberdorfer as resident manager at Atlanta for the Fidelity & Casualty. F. Todd, E. F. King, Frank Maloney and W. C. Knight, long connected with the department, continue as assistant resident managers.

In announcing the important appointment, Ernest Sturm, chairman of the board America Fore companies, of which the F. & C. is the casualty member, says of Mr. Hoag: "A native of Petersburg, Va., he entered a local agency in that city in 1910, and for ten years prior to June, 1930, was in charge of production for the Petersburg Insurance Company, with which is associated an agency writing all forms of fire and casualty business."

"For the past nine months he has been attached to the southwestern department of the America Fore companies, having especial charge of its automobile and transportation divisions."

New Newark Branch Office

The Guardian Casualty of Buffalo has opened a branch in the Lefcourt building, Newark, in charge of Wray Lindley. The Guardian Casualty has reinsured the New Jersey business of the Union Automobile. The Squire Company, which has been general agent for the Guardian Casualty, will continue in the same capacity.

Kansas City Changes

Mann, Barnum & Welsh, Kansas City, Mo., have become general agents for the Central West Casualty, formerly in the Kelly Insurance Agency. The Kelly agency will broker all business in the future.

Lovelace-Simmons-Burke have taken the general agency for the New Amsterdam Casualty in Kansas City. James B. Welsh formerly had the company there.

Made Service Office Only

DETROIT, March 25.—The Detroit branch of the Constitution Indemnity is to be operated as a service office only. Manager D. A. Carter will be transferred to the Chicago office and will cover the Michigan territory periodically out of that city. Agents will still report their Michigan business to the local office at 1106 LaFayette building, however.

New Los Angeles Appointments

E. G. Scheumann, branch manager at Los Angeles for the Royal Indemnity, has appointed F. A. Rowley, Jr., as-

sistant manager in charge of the bonding department. Tom Ashbrook is appointed special agent for southern California. Mr. Rowley was for a number of years special agent in that territory for the Commercial Casualty and the Ocean Accident and was recently manager of the casualty department of the Los Angeles branch of the United States Casualty. Mr. Ashbrook was formerly special agent for the Indemnity of North America.

Frost with U. S. Casualty

Howard M. Frost, who resigned a few weeks ago as an official of the Sea-

board Surety, has joined the United States Casualty as assistant manager of its general bonding department. Mr. Frost has been with the Seaboard since 1928, formerly having been connected with the European General Reinsurance, Royal Indemnity, National Surety and American Surety.

Open Birmingham Service Office

BALTIMORE, March 25.—The Maryland Casualty will open a service office in Birmingham, Ala., April 1 under the management of Ed L. Castleton. This office will take over the work formerly done by R. A. Brown & Co. of

Birmingham, who have been agents for the state for many years, and who are relinquishing all their territory with the exception of Jefferson county.

Carling Advanced by F. & C.

Leo J. Carling, who has been assistant in the boiler and machinery department of the Fidelity & Casualty, has been made superintendent. Mr. Carling has been with the F. & C. since 1915.

The United States Fidelity & Guaranty has transferred E. C. Hill, special agent at the Cincinnati branch, to the claim department of the home office. Andre Duval of the Philadelphia branch has resigned.

In the
SURETY
BUSINESS
as well as
in
MEDICAL
DIAGNOSIS
SPECIALIZATION counts!

THE specialized experience of the roentgenologist is invaluable to physicians in the diagnosis of many ailments.

In the underwriting and selling of Fidelity and Surety Bonds and Burglary Insurance, the specialized experience of the members of the F&D's field and Home Office organization enables them to handle all such propositions efficiently, authoritatively and with a minimum amount of trouble on the part of the Company's agents.

Not only that, the F&D's underwriters, by virtue of their broad knowledge of the business, frequently are able to make acceptable underwriting propositions out of cases which many other companies would refuse even to consider. This faculty is a distinct asset to F&D representatives, in that it enables them to place on their books many premiums which under other circumstances would be lost.



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Fidelity and Surety Bonds
Burglary and Plate Glass
Insurance

FIDELITY AND DEPOSIT
COMPANY OF MARYLAND

Baltimore



Courtesy Westinghouse X-Ray Co., Inc.

Important Automobile Bills Before the Ohio Legislature

MUCH INTEREST BEING SHOWN

Insurance Federation Reports One Particularly Undesirable Measure Which Has a Deceptive Title

The Ohio Insurance Federation reports that house bill 2, which is a financial responsibility bill, still has the breath of life in it. The house insurance committee decided it would again consider the bill if the motor vehicle committee recommends a driver's license bill.

Senate bill 169 provides that a person riding with the owner or operator of an automobile cannot recover damages from any person or corporation for personal injuries if the owner or operator could not recover because of his own negligence. Senate bill 201 provides that guest passengers in automobiles shall have no cause of action for personal injuries unless the injury shall have been intentionally inflicted. House bill 140 makes settlement of claims for personal injuries impossible without first paying hospital bills, regardless of how groundless the claim of the injured person against the motorist may be.

Outline of Vicious Bill

The first two bills have been recommended by committees for enactment in the senate. The Insurance Federation is in favor of them.

The third bill is regarded as very vicious. The Federation states that a number of insurance people have been deceived by its title. The bill subrogates the state after it pays the hospital bill, not to the right of the hospital against the injured person but to the right of the injured person against any other person, firm or corporation for damages on account of such motor vehicle injury. This would stop adjustment of personal injury claims where liability is doubtful, would increase litigation, congest the courts, encourage ambulance-chasing, raise the cost of insurance and open the way for raids on the state treasury, in the opinion of the federation.

Railroad Gets Judgment

An unusual case has just come to an end in Fond du Lac, Wis., with settlement of suit brought by the Northwestern railroad against George Blake of Aurora, Ill., and the estate of Phillip Bauressa of Kimberly, for damage to a train by being struck by an automobile. Bauressa was killed. Blake was driving when the accident occurred in Appleton, Wis., late in 1929. Several railroad cars were derailed. An insurance company, unnamed, settled for the maximum amount of coverage on the property damaged.

O. G. Strong Leaves Cleveland Agency



O. G. STRONG

O. G. Strong, vice-president of the Cleveland Insurance Agency at Cleveland, O., who has been in charge of the casualty department, is terminating his connection with the agency at the end of this month. Mr. Strong has been a forceful character in his work. He has taken a prominent part in the meetings of the National Association of Insurance Agents. He has not announced his plans for the future. He does not know whether he will remain in Cleveland or undertake to establish himself in a place where the climatic conditions will be more favorable for the health of his family.

Federation Seeks to Kill Illinois Compulsory Bill

The Insurance Federation of Illinois and insurance people individually are registering protest to the bill for compulsory automobile liability and property damage insurance in Illinois. A hearing is being held by the senate insurance committee of which Senator Dunlap is chairman.

J. C. Lanphier, Jr., of Springfield, past president of the Insurance Federation of Illinois, is taking an active part in attempting to scotch the bill.

The federation is producing a vast amount of evidence, especially concerning the Massachusetts experiment in an attempt to show that the compulsory automobile liability insurance idea is unfeasible and that it is unfair in that it penalizes all motorists for the shortcomings of the minority. Governor Fuller

Alert Solicitor Took Advantage of Occasion

R. Bryson Jones of R. B. Jones & Sons of Kansas City gave an amusing incident of the enterprise of one of the solicitors of his office. He said that a relative of the solicitor died. The funeral was to be held in the chapel at the cemetery. The immediate family with the remains arrived before the friends who came to attend the ceremony. While the family was waiting Mr. Jones said that the solicitor sold the owner of the hearse property damage insurance.

Study Liability Policies in Relation to New Guest Law

TOPEKA, KAN., March 25.—Commissioner Hobbs of Kansas is studying the schedules and policy forms of the companies writing automobile liability in light of the new law providing that guests of motorists, who may be injured in an accident, cannot sue the owner of the car for damages unless they are able to show gross negligence on the part of the driver.

There have been a few cases in which suits of this kind were brought in Kansas and the courts upheld the old rule that entitles the guest to damages for injuries. Some of the companies are said to have provided a specific clause in their contracts and to have made a specific charge in their premium for the possibility of claims of this nature.

When the new law becomes effective the companies which have indicated a specific charge in their premiums will be asked to eliminate the charge and the clause in the contracts. Other companies will be asked to furnish the department with information relative to this question and if they have added a charge for protection to guests in their liability contracts they will also be directed to make the proper reductions in the rates.

Should Require New Bond

The attorney general of Ohio holds that when a bonding company which is surety for a sheriff is taken over for liquidation and there is no protection to the county under the bond, the county commissioners should require a new bond, which may be paid for by the county.

of Massachusetts is being quoted as saying that the scheme has lent itself to all kinds of "bribery, chicanery and misrepresentation. Large numbers of people have made fraudulent claims under the law and have been aided in this contemptible practice by doctors and lawyers alike."

Legislative Activities of the Week Reviewed

Among the insurance bills considered by the various state legislatures last week, two involving the settlement of total disability or death cases presented in Wisconsin were the most unusual. These measures would make it impossible for any one to settle a personal injury action in Wisconsin without going into court. The Nebraska senate passed an automobile financial responsibility bill providing for \$5,000/\$10,000 liability and \$1,000 property damage. In Michigan a measure was introduced providing that all passenger vehicles be equipped with shatter proof glass in order to reduce the casualties from flying glass.

The outstanding event in unemployment insurance legislation was the agreement of proponents of such measures in New York state that the best they can do at present is to create a legislative committee to investigate the subject. In Minnesota a state unemployment insurance bill was introduced in the house.

A bill has been introduced in Michigan providing that "private, public, or casual carriers," operating under supervision of public utilities commission must post insurance or bond covering legal liability growing out of accidents. Another Michigan bill provides that public utility contractors must give a bond for the protection of their indebtedness to sub-contractors.

In Texas the lower house of the legislature has voted favorably on a bill making employers liable for injuries of employees in the event of insolvency of the insurance company writing the employers' coverage.

In Massachusetts a hearing was held on a bill that would require stock companies writing workmen's compensation business to give bond when reserves were proven inadequate to meet legal requirements. The mutuals were supporting the bill while the stock interests fought the bill, claiming the proposal was a spite measure.

Defense of Case Waives Notice

FRANKFORT, March 25.—When an insurance company under an automobile policy takes charge of the defense of a claim it waives its rights under the immediate notice clause, according to the Kentucky supreme court in the case of United States Fidelity & Guaranty vs. Dr. E. H. Miller. Mrs. Miller, when driving the car, injured a child but no notice was given of the accident. About a year later suit was brought on behalf of the child, when notice was given the company. The counsel for the company took the first steps in the defense, but about four or five months after the suit was started the assured was notified that the company disclaimed liability because of the failure to give notice of the accident. A waiver once made cannot be retracted, the court holds.

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STANDARD FORM
EXCESS FORM
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AGENTS WANTED IN DISTRICT OF COLUMBIA, VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, GEORGIA

SPENCER B. CURRY
VICE PRESIDENT
AND GENERAL MANAGER

FIRE
TORNADO

WORKMEN'S COMPENSATION

Delay Kansas Rate Hearing

Recent Increase in Medical Expense Allowance by Legislature Expected to Make Difference

TOPEKA, KAN., March 25.—The hearing on the proposed increase in workmen's compensation rates for Kansas will not be held before April 20 but may be shortly after that date, according to Commissioner Hobbs. The new schedule proposes an increase averaging 14 percent.

The legislature recently raised the amount that may be charged for medical attention and hospital expense to \$500 and also provided for a healing period on scheduled injuries. Both these changes are likely to affect compensation rates. Just how much the changes will be has not yet been calculated. It is asserted that 80 percent of the claims are for less than the \$200 allowed under the former law and that the increased medical fee applies to less than 20 percent of the total number of compensation claims.

The employers are said to be preparing to make an intensive drive against the proposed increases in rates.

Attorneys Would Get Plum in Illinois Under This Bill

The cost of compensation insurance will be materially advanced, insurance people believe, if an Illinois bill to prevent other persons than attorneys from practicing before the industrial commission is passed. The bill was introduced by Representative McSweeney.

Insurance people interpret the bill as an attempt to force all business of the industrial commission into the hands of attorneys and to make the proceedings formal.

Under the present plan, companies assign claim men to appear before the commission, especially when the problem is a question of fact rather than law. They believe that if the McSweeney bill were passed, a smaller proportion of funds would go to the workman and more to the counsel.

New York Industrial Accidents

NEW YORK, March 25.—Accidents in industrial establishments in this state in February, caused 122 deaths, a decrease of 43 from the previous month and 24 less than the February average for the past five years. Of the deaths last month 30 occurred in building operations, 26 in manufacturing, 15 in transportation activities, 16 in service industries, 17 in trade, three in public utilities and 15 in miscellaneous lines.

Must File New Form

LANSING, MICH., March 25.—Upon being advised by the attorney general's department that certain provisions of the subscribers' agreement contained in the workmen's compensation policy issued by the Michigan Reciprocal Association, division of the Casualty Association of America, Detroit, are subject to several interpretations, insurance department officials have ordered the exchange management to file a new form for departmental approval.

Report on California Business

SAN FRANCISCO, March 25.—Will J. French, director of the department of industrial relations, in his report to Governor Rolph shows an increase of \$88,943 in compensation insurance written in 1930 as compared to 1929. The total in 1930 was \$7,743,745 and \$7,654,802 in 1929.

Oppose State Fund Measure

Stock and Mutual Interests Protest Wisconsin Monopolistic Proposal at Legislative Committee Hearing

MADISON, WIS., March 25.—W. W. Belson, secretary of the Insurance Federation of Wisconsin, with a group of Milwaukee compensation men, including Ralph Jackman, counsel, representing the committee on compulsory automobile insurance; Clarence Henkel and Otto Gaedke of Milwaukee, also members of that committee, and George Haydon, manager of the Wisconsin Compensation Rating & Inspection Bureau, appeared before the assembly judiciary committee opposing the Groves bill for a monopolistic compensation state fund.

The bill was praised by Miss Elizabeth Brandeis, economics department of the University of Wisconsin, who said the measure would save approximately \$750,000 yearly in "acquisition" or selling costs.

H. M. Wilkie, Madison, representing the Wisconsin Mutual Alliance, declared the measure would result in a grave injustice to Wisconsin mutuals, which he said now handle 60 percent of compensation insurance in the state. Mr. Wilkie asserted Wisconsin has a better record of efficient insurance administration than any state in the nation. Comparing the Wisconsin system with that of Ohio, he said costs in Wisconsin under the present system are much less than under the Ohio plan and that efficiency and justice to claimants are on a much higher plane.

Oklahoma Rates Changed

OKLAHOMA CITY, March 25.—Compensation rates in the Oklahoma City oil field were increased from \$5.16 to \$8.32 for ever \$100 on the payroll at a meeting of the Oklahoma insurance board. This was a compromise from the request of the National Council for \$9.32 which had previously been filed. The new rate will be retroactive, becoming effective Feb. 28.

A reduction from \$3.26 to \$1.83 per \$100 salary to manufacturers and erectors of awnings was granted by the board. The higher rate had been in force for the past two years, through error, according to W. M. Murdock, secretary. This reduction was made retroactive to 1928.

New Idaho Fund Director

P. C. O'Malley of Pocatello has been appointed director of the Idaho insurance fund, succeeding F. E. Fisk.

Duxbury Nomination Rejected

ST. PAUL, March 25.—The state senate has voted against confirmation of F. A. Duxbury, conservative member of the state industrial commission. Governor Olson is expected to name a liberal for the post.

A lawyer will be named but Governor Olson has not yet selected the man and says he will take plenty of time to make the appointment.

Pennsylvania Referees Out

J. William Ditter, referee of the Philadelphia office of the workmen's compensation board, and T. C. Seidel, referee at the Reading office, have been relieved from duty by the new compensation board. It is understood that Governor Pinchot will give preference to members of his own faction.

The Fireman's Fund Indemnity has been licensed in Utah and Wyoming. Application for license has been filed in Colorado, New Mexico, Idaho, Virginia and Georgia.

THE NAME TELLS!

INCOME GUARANTY—The guaranty that if health is impaired, or an accident interferes with business activities, a bi-monthly pay check takes the place of the regular income.

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Emphasizing outstanding features like **Full Coverage, Starting from First Day, Male and Female risks taken and Non-Cancellable.** Points that appeal. Policies that are **different**—that are **complete**—that are easy to sell and keep sold.

We want live representatives in our territory. We offer large commissions and liberal renewals. Complete information promptly sent on request.

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FULL COVERAGE
NON-CANCELLABLE
MALE and FEMALE RISKS
STARTS FIRST DAY
Life Time Coverage
Old Line Company
Prompt Claim
Payments
Generous Contract
Large Commissions
Liberal Renewals
Substantial Company
Pays on Any Disease
Pays on Any Accident
Pays Special
Indemnities**

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All Lines but Stressing Excess Fire Reinsurance General Classifications

Premiums and Losses in 1930 in MINNESOTA on All Casualty Lines

	Total		Auto. Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary		Prop. D. of Col.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aero Indem.	20,537	6,343	19,073	653		526									1,464	5,164
Aetna Cas.	363,591	198,438	110,329	59,879	2,442	70	150	9	103,981	38,712	12,691	5,001	40,705	32,702	80,655	53,976
Aetna Life	704,806	328,441	165,038	107,642	64,739	5,153	192,959	101,424								
Alliance Cas.	36,394	7,926	14,155	3,222	3,962	419	6,804	2,116	900	11	3,682	271	1,977	102	4,621	1,785
Amer. Auto.	89,161	33,811	69,232	25,159											19,929	8,653
Amer. Bonding	2,374								2,370				4			
Amer. Employers	76,200	42,317	27,801	16,266	3,732	665	22,171	15,430	2,184	601	5,272	35	1,852	841	11,744	9,349
Am. Farm. M. Auto.	11,913															
Amer. Indem.	25,404	9,250	14,886	4,620					23						7,439	3,150
Amer. Motorists	27,358	18,927	14,730	13,830	109	150	4,974	1,616							7,455	2,331
Amer. Mut. Liab.	193,991	100,664	19,440	3,489	7,085	2,834	158,885	90,574	441						8,140	3,766
Amer. Surety	115,186	28,895	1,183		479		1,405	269	101,774	22,713	187	61	9,734	5,818	424	333
Anchor Cas.	379,161	179,314	107,151	14,476	8,540	717	367,790	153,771							39,554	10,349
Associated Indem.	78,081	20,593	5,368	2,102	2,112		67,055	17,717			982	87	152		2,974	686
Autoist Mutual	24,205	10,330	14,976	4,409											8,466	5,298
Bankers Indem.	55,541	42,141	12,654	23,080	2,657	1,525	7,350	6,248	2,973		1,074	1,318	2,572	1,084	5,175	4,400
Belt Cas.	81,691	13,045	54,472	8,948											21,756	2,600
Build. & Mfrs. Mut.	9,098	6,351	80		554	587	8,272	5,550							171	214
Cent. Sur. Mo.	71,266	73,576	29,570	48,819	2,572	1,126	12,289	8,134	693	362	11,341	6,517	1,556	70	12,797	8,399
Cent. West. Cas.	96,334	41,559	38,841	20,689	9,964	1,616	17,245	8,871	6,880	111	6,294	1,618	1,962	46	16,585	8,032
Century Ind.	58,813	22,894	26,775	11,367	3,886	242	11,293	6,596	4,656	1,218	216	188	2,154	5	8,302	2,657
Citizens Fund	35,071	6,553	17,347	1,375							345		2,323	887	11,486	3,353
Columbia Cas.	116,187	89,656	33,404	18,591	3,847	90	33,490	23,674	17,634	19,130	1,724	371	3,600	14,245	13,504	7,399
Commerce Cas.	21,151	2,932	7,199	1,409	468		3,462	526	4,717		96	32	730	145	2,852	589
Consolidated Indem.	3,238	196	15	184	130				3,089						4	12
Constitution Indem.	101,591	52,838	32,844	18,028	2,998	2,094	21,266	17,804	24,738	2,657	1,720	677	3,584	3,058	12,315	7,963
Commercial Cas.	154,899	128,663	18,580	29,436	6,482	2,059	48,862	57,646	2,608	—216	2,336	1,177	2,489	496	8,244	5,018
Continental Cas.	307,569	164,348	52,378	28,062	12,629	6,488	44,192	38,896	22,421	1,290	1,632	521	5,111	624	21,794	10,297
Detroit F. & S.	46,650	9,775							46,630	9,775						
Eagle Indem.	32,244	41,305	8,670	7,837	759	90	14,645	6,986	4,123	24,901	215		806	500	2,627	388
Employers Liab.	317,690	207,676	54,544	35,098	33,864	44,946	145,645	99,236	27,686	4,475	2,974	1,150	15,661	4,324	20,326	10,891
Empl. Mut. Ind.	207,089	53,227	100,607	15,181	42,782	8,286									46,024	24,879
Empl. Mut. Liab.	666,153	386,997					666,153	386,997								
Employers Reins.	34,025	2,109	1,647		1,755	54	12,842	510	10,177				6,100	1,530	770	15
Export Indem.	1,983	402	1,553												429	402
Federal Surety	116,104	109,178	21,664	16,353	11,346	10,645	38,614	32,330	22,670	35,019	1,384	673	2,111	299	—412	114
Fidelity & Cas.	787,630	352,011	128,631	74,338	93,493	51,752	301,208	162,213	66,914	—3,589	—12,224	3,338	33,415	18,283	41,564	21,320
Fidelity & Dep.	125,317	53,919							113,030	48,867	1,825	302	10,463	4,750		
General Accl.	75,908	48,152	23,190	18,591	3,909	4,167	15,214	14,902			579	581	1,972	81	8,336	4,048
General Cas.	59		33		13										13	
General Cas. & Sur.	51,059	30,627	18,224	6,971	2,511	992	19,660	17,409	417	1,243	1,541	535	1,411	38	6,910	4,313
Glen Falls Indem.	113,559	22,826	41,187	6,316	4,245	677	24,391	10,982	18,488	60	20,31	451	5,354	248	15,990	5,467
Globe Indem.	643,662	309,679	114,314	58,751	60,084	9,247	314,528	188,532	55,741	20,126	6,690	2,154	45,359	5,714	40,199	13,534
Great Amer. Indem.	53,130	22,751	25,582	11,104	1,493	828	12,709	5,989	1,702	—96	1,079	237	2,150	196	7,749	4,140
Guar. of N. Amer.	226	266							266	266						
Hdw. Mut. Wis.	639,727	322,730	391,243	146,500	16,266	1,022	253,516	110,026			16,774	6,527	6,417	1,793	168,765	56,448
Hartford Accl.	1,022,369	1,049,339	212,025	135,344	40,582	22,115	274,592	169,555	343,440	662,659	9,684	3,944	38,338	10,292	84,771	38,910
Hawkeye Cas.	21,216	25,347	13,670	22,489											7,545	2,858
Home Indem.	2,664	37	1,089		342		72		329		65		198		506	37
Indem. of N. Amer.	311,639	144,474	47,012	23,543	20,981	11,292	75,096	60,840	105,282	16,439	2,988	1,228	30,336	4,453	12,032	9,706
Independ. Indem.	23,340	104,204	6,445	4,278	—793	69,892	11,981	23,618	591	2,431	405	713	1,736	240	1,695	1,812
Indiana Lib. Mut.	12,479	8,660	353		51	11,808	8,478						49	10	208	172
Liab. Mut. Mass.	305,649	190,003	28,577	25,211	14,766	2,582	251,567	157,769	956	73	47		111		9,625	4,369
Lloyds Cas.	10,297	4,100	3,187		53		129	1,375	141		5,521	2,710	2		688	15
London & Lanc.	1,291	11,422	356	1,655	155	6,346		2,406	104	140	15	1	295	462	203	383
London Guar.	91,835	64,708	24,709	9,793	6,612	1,540	32,381	46,525			1,562	328	4,038	1,064	10,162	3,185
Lumb. Mut. Cas.	93,608	36,135	43,161	13,976	3,237	45	24,542	14,477	339		2,548	666	502		16,865	6,183
Maryland Cas.	558,040	409,872	98,514	123,814	34,230	14,345	245,585	161,163	71,189	40,718	5,205	3,208	20,366	29,487	41,005	20,077
Mass. Bonding	69,557	24,344	8,225	5,358	3,146	1,631	4,914	2,276	5,493	—1,803	222	155	137	22	2,451	1,230
Medical Protect.	54,821	57,710			54,821	57,710										
Metropolitan Cas.	77,654	48,334	25,743	7,142	5,974	2,160	18,917	15,874	6,680	15,511	4,509	1,348	5,464	681	9,126	5,409
Midwest Mut.	186,596	96,532	95,263	48,100			71,811	42,330							15,517	5,896
Minn. Farm. Mut.	35,770	6,144	19,990	2,968											9,723	2,162
National Cas.	128,111	62,680	30,037	9,421	3,069	225	9,735	6,503	3,201		1,019	337	3,940	393	12,258	7,991
National Sur.	457,102	154,860							351,463	80,886	22		95,541	73,975		
Nat. Union Indem.	122,797															

(CONT'D FROM PRECEDING PAGE)

	Premia	Losses
Inter-Ocean Cas.	4,716	2,720
London Guar.	11,364	2,273
London & Lanc.	162	29
Loyal Prot.	17,200	7,444
Lumber Mut. Cas.	2,413	799
Maryland Cas.	19,297	11,228
Mass. Bonding	44,970	15,485
Mass. Prot.	5,897	6,256
Metropol. Cas.	778	.....
Metropol. Life	169,547	64,340
Monarch Accl.	783	.....
Missouri St. L.	14,582	7,577
National Cas.	64,852	37,810
New Amster.	4,602	1,537
N. Y. Indem.	1,461	17,406
No. Am. Accl.	78,751	26,703
Norwich Un.	1,401	16
Ocean Accl.	37,502	14,419
Ohio Cas.	27	125
Pacific Mut.	51,907	22,072
Preferred Accl.	25,852	11,411
Prudential	14,808	4,061
Public Indem.	788	803
Reliance Life	21,276	7,537
Ridgely Prot.	18,958	14,136
Royal Indem.	4,727	3,991
Southern Sur.	29,370	19,481
Stand. Accl.	52,462	29,782
State Farm Life	150,118	31,427
Sun Indem.	5,504	1,406
Travelers	299,311	193,184
Union Auto, Cal.	258	119
Union Ind.	4,587	1,010

	Premia	Losses
U. S. Casualty	6,338	4,071
U. S. F. & G.	22,809	12,723
Wash. Fid. Nat.	93,341	69,295
Western Cas. & Sur.	24	.....
Wis. Nat. L.	10,596	6,176
Zurich	12,898	2,003

Total, 1930	\$2,680,146	\$1,326,526
Total, 1929	3,086,178	1,554,434

CREDIT

Am. Cred. Ind.	\$50,129	\$21,838
National Sur.	10,075	1
Public Indem.	16	.....
Southern Sur.	.....	249

Total, 1930	\$60,229	\$21,839
Total, 1929	11,015	9,078

NON-CANCELLABLE H. & A.

Aetna Life	\$5,501	\$6,525
Bus. Men's Assur.	1,700	43
Conn. Genl.	30,504	7,894
Cont. Assur.	3,475	260
Cont. Cas.	20,500	16,995
Equit. L. N. Y.	22,537	29,865
Gr. North. L.	1,425	.....
Great West.	14,015	3,900
Loyal Prot.	694	183
Metropol. Life	214,568	139,184
Monarch Accl.	645	197
Monarch Accl.	75,762	32,340
Pacific Mut.	158,621	91,231
Reliance Life	188	.....
Ridgely Prot.	13,023	4,267

Southern Sur.	234	62
Travelers	2,704	.....
U. S. F. & G.	419	.....
Total, 1930	\$566,515	\$333,216
Total, 1929	524,755	193,219

CHECK FORGERY

Total, 1930	\$4,921	\$95
Total, 1929	858	.....

SPRINKLER LEAKAGE

Aetna Cas.	\$12,169	\$4,339
Fid. & Cas.	50	23
Maryland Cas.	2,212	5,119
Metropol. Cas.	374	209
U. S. F. & G.	703	1,031

Total, 1930	\$15,508	\$10,721
Total, 1929	2,640	131

STEAM BOILER

Amer. Employ.	\$188	.....
Columbia Cas.	1,053	.....
Cont. Cas.	670	.....
Eagle Indem.	670	.....
Empl. Liab.	3,831	.....
Empl. Reins.	734	.....
Federal Sur.	8,290	\$5,104
Fidelity & Cas.	81,662	836
General Accl.	71	.....
Hartford S. B.	48,170	2,930
Independ. Ind.	35	.....
Lloyds Cas.	577	.....

Maryland Cas.	14,273	598
N. Y. Indem.	1,112	.....
Ocean Accl.	4,346	.....
Royal Indem.	1,560	.....
Standard Accl.	2,696	.....
Travelers Ind.	11,185	2,197
Union Indem.	347	.....

Total, 1930	\$179,472	\$11,485
Total, 1929	140,820	2,490

ENGINE AND MACHINERY

Aetna Cas.	\$470	\$1,407
Amer. Employ.	.....	5
Eagle Indem.	96	.....
Employers	1,250	.....
Federal Sur.	698	1,248
Hartford St. B.	23,342	1,098
Maryland Cas.	6,163	206
New Amsterdam	32,039	12,914
N. Y. Indem.	590	.....
Ocean Accl.	69	.....
Royal Indem.	2,042	.....
Standard Accl.	723	11,062
Travelers Ind.	230	855
Union Indem.	4,475	.....

Total, 1930	\$61,331	\$28,485
Total, 1929	\$7,546	\$17,497

LIVE STOCK

Hartford L. S.	\$1,518	\$7,570
Indemnity, Pa.	5,448	13,400
Total, 1930	\$17,687	\$20,970
Total, 1929	2,568	2,128

Premiums and Losses in 1930 in NEW YORK on All Casualty Lines

	Total		Auto. Liability		Other Liability		Work. Comp.		Fidelity-Surety		Plate Glass		Burg. Theft		Prop. D. & Col.	
	Premis.	Losses	Premis.	Losses	Premis.	Losses	Premis.	Losses	Premis.	Losses	Premis.	Losses	Premis.	Losses	Premis.	Losses
Aero Indemnity	13,576	3,809			4,720	1,287	5,214	2,105							1,422	417
Aetna Casualty	3,894,377	1,445,924	742,894	283,784	21,433	3,885	1,991	881	929,905	297,225	148,779	52,358	388,101	151,009	1,144,985	489,011
Aetna Life	7,769,422	4,229,803	2,334,997	1,236,783	1,709,969	532,394	2,832,467	2,004,936								
Alliance Cas. Pa.	1,619,025	461,832	538,612	103,165	212,129	29,230	385,617	208,012	172,358	20,054	28,732	10,875	84,298	29,683	181,249	57,148
Allied Mut. Liab.	1,451,266	783,590	160,204	48,740	225,897	70,960	1,011,019	629,180			20	30			54,165	34,679
Amal. Mut. Auto. Cas.	257,327	62,635	257,327	62,635												
Amer. Auto. Mo.	615,750	196,388	607,925	169,160											8,695	17,238
Amer. Bond, Md.	135	500							135	500						
Amer. Employ.	842,307	423,940	394,284	202,270	80,451	21,023	145,393	116,374	45,203	5,062	20,139	11,924	17,105	3,761	130,993	58,168
Amer. Motorist	425,364	133,951	130,998	28,164	26,182	5,441	203,728	85,691							48,992	4,746
Amer. Mut. Liab.	3,191,179	1,790,484	546,593	149,433	218,820	50,750	2,210,413		5,688		122		342	777	206,202	76,372
(Amer.) Lum. Mut. Cas. Ill.	1,443,165	554,944	621,694	222,169	78,403	33,181	496,738	243,510			5,204	1,348	2,688	50	225,979	74,684
Amer. Reins.	321,597	120,773	115,873	81,924	111,323	29,188	27,855		19,516	896					10,969	1,876
Amer. Surety	2,499,476	573,418	141,646	8,192	64,844	2,342	103,753	33,019	1,964,420	408,632	23,109	7,955	150,976	47,049	42,550	6,226
Auto. Cab Mut. Cas.	397,216	288,694	4,498	1,540	397,216	288,694									1,475	127
Bakers Mutual	285,503	71,130			49,313	6,114	236,189	65,017								
Bankers Indem.	511,373	37,642	194,230	11,265	73,001	567	93,202	6,201	16,154	9,532	3,538	772	25,492	75	71,616	5,804
Brooklyn Tax Payers Mut.	59,550	6,448			59,550	6,448										
Butchers Mut. Cas.	180,591	47,188			7,445	1,150	155,631	40,841			16,614	5,193				
Cas. & General.	436,487	274,472	236,309	183,709	21,987	3,939	45,566	13,905			17,524	6,014	4,354	204	83,939	60,506
Century Indem.	1,141,006	496,006	434,312	121,265	141,102	26,302	236,164	133,358	118,849	136,968	23,243	8,723	30,084	7,161	149,310	60,295
Citizens Cas.	167,750	88,789	92,640	52,978	4,356	225	25,362	9,970							44,098	25,436
Coal Merchants Mut.	208,770	101,219					208,770	101,219								
Columbia Cas.	800,195	484,979	243,174	156,651	54,199	14,426	201,631	163,272	112,884	60,577	10,571	3,831	16,243	5,484	108,587	52,304
Commerce Cas.	679,031	111,145	368,542	40,117	54,110	2,891	71,788	20,643	12,334	330	18,003	4,844	16,800	12,996	17,143	22,863
Commercial Cas.	3,036,110	1,641,184	818,856	474,764	534,222	220,996	609,985	502,479	176,590	97,654	101,783	43,881	62,137	22,913	278,474	112,488
Consolidated Indem.	1,991,505	478,667	190,399	19,548	133,433	14,914	90,711	23,534	331,602	118,778	40,255	10,388	76,255	29,373	1,090,580	18,144
Consol. Taxpay. Mut.	155,948	4,657			155,948	4,657										
Constitution Ind.	235,142	232,358	80,372	60,452	73,460	9,932	73,490	89,668	20,926	22,497	11,984	6,048	8,880	6,189	61,374	35,266
Continental Cas.	2,362,122	839,037	644,300	245,957	69,096	14,540	171,909	96,134	172,407	40,967	10,150	7,440	20,648	2,447	248,351	76,473
Detroit F. & S.	113,169	146,562							113,169	146,562						
Eagle Indemnity	1,642,939	866,199	489,445	241,319	253,044	104,411	429,535	300,055	90,351	44,644	59,722	23,608	121,306	78,173	175,609	66,441
Employers Liab.	5,834,658	2,665,566	1,307,741	563,726	1,337,018	403,136	2,271,802	1,385,512	79,711	24,899	65,519	20,948	90,578	17,448	549,331	198,206
Employers Mut. N. Y.	758,286	533,522	96,281	50,648	73,427	46,510	539,783	411,743			945	331			44,004	22,101
Employers Reins.	252,287	86,412	68,599	27,687	26,083	20,875	77,059	11,379	25,021	47			11,874	3,052	3,395	1,476
European General Reins.	1,802,478	734,856	355,853	100,682	254,204	35,184	4,377		270,097	60,495			487,445	220,285	5,413	2,112
Excess	740,732	151,686	233,303	56,645	187,436	26,550	79,830	2,815	113,637	33,762	178		67,535	11,403	23,368	20,176
Exchange Mut. Auto.	945,091	454,876	337,693	113,267	35,698	17,022	435,327	263,089							136,373	61,498
Export Indem.	16,193	4,961	12,861	3,140											3,332	1,821
Federal Surety	722,687	210,682	242,594	34,655	114,121	14,952	193,097	98,307	18,478	14,333	38,770	11,848	28,483	10,185	82,424	23,093
Franklin Surety	1,103,290	336,651	343,512	95,035	199,179	39,361	107,537	12,271	158,319	52,259	61,845	28,598	105,970	60,836	126,916	48,292
Fidelity & Casualty	7,816,688	4,805,926	2,424,391	1,648,616	820,449	468,882	1,795,676	1,527,090	798,993	233,205	109,134	60,485	371,710	144,487	880,600	417,104
Fidelity & Deposit.	3,050,987	1,526,016					1,948		2,170,045	944,398	72,524	43,073	808,418	536,403		
First Reinsurance	270,687	102,231	59,410	16,739	50,868		10			2,570			6,867		1,263	155
General Accident	4,168,738	1,571,541	2,191,324	704,612	400,236	88,649	675,752	432,766			40,783	21,016	37,536	8,564	634,267	230,738
General Indem.	99,702	9,685	1,258		353		310		20,637	2,168	21		3,389	528	151	
General Reins.	1,307,024	591,573	466,581	215,666	143,685	116,378	151,083	26,140	278,566	73,895	—5		111,160	44,383	16,823	38,551
General Surety	134,088	6,146							134,088	6,146						
Glen Falls Indem.	1,825,548	597,803	771,633	211,266	212,376	49,353	291,363	86,666	118,983	59,009	62,265	26,458	41,815	10,434	297,959	126,492
Globe Indemnity	6,909,856	3,513,742	1,686,496	947,265	1,215,678	425,575	2,233,401	1,428,867	527,860	168,856	134,122	48,101	344,200	118,902	620,397	297,832
Grand Central Surety	188,437	110,042					188,437	110,042								
Great Amer. Indem.	1,640,727	839,246	496,135	240,161	269,279	51,853	442,477	351,079	139,995	64,130	40,314	15,284	45,128	14,585	172,744	91,781
Greater City Surety	247,537	166,784							247,537	166,784						
Guarantee of N. A.	54,319	12,368							54,319	12,368						
Guardian Cas.	1,584,744	557,169	724,230	193,781	66,624	17,268	314,232	205,663	149,214	19,583	7,245	3,228	2,815	1,773	259,805	82,289
Greater N. Y. Taxpayers.	1,029,381	206,467			1,029,381	206,467										
Hamilton Mut. Auto.	399,479	279,666	3,425	165											609	248
Hardware M. Cas. Wis.	290,645	68,152	166,691	43,746	11,960	974	31,606	3,012			10,910	2,484	452	206	63,975	17,720
Hartford Accident	7,166,037	3,393,682	1,859,312	824,475	901,077	315,582	2,135,244	1,387,707	895,898	279,544	138,255	46,341	382,602	177,512	702,421	295,306
Home Indemnity	381,998	12,929	142,343	7,443	66,613	385	80,896	3,218	29,611	129	9,913	466	17,279	90	37,204	1,198
Hudson-Mohawk Mut.	179,818	93,921			4,276	160	175,576	93,761							26	
Indemnity of No. Amer.	3,934,748	2,432,604	1,124,738	615,756	484,352	219,482	994,643	971,850	511,465	202,344	53,225	22,529	130,339	54,615	436,071	243,862
Independence Indem.	2,282,188	1,372,554	334,460	347,099	387,154	119,860	715,928	601,843	211,839	106,432	60,106		105,903	39,513	187,427	100,387
Independent Mutual	313,066	281,151	126												312,880	281,151
Interboro Mut.	903,170	379,319	351,353	118,899	89,885	25,318	346,291	199,341							115,731	32,656
International Fidelity	2,997										2,997					
International Reinsur.	805,912	118,005	256,339	16,052	128,685	4,533	114,127	30,927	92,919		5,046	120	28,806	973	59,924	3,585
Jamestown Mut.	446,641	157,202	109,991	20,830	4,608	119	276,452	121,467							55,530	14,785
Jefferson Auto. Mut.	476,972	225,163													79,394	64,832
Liberty Mut. Mass.	5,350,398	2,767,701	1,082,670	431,509	644,570	297,911	3,289,411	1,887,430			11,754	69	569	113	2,258	4
London Guarant.	2,267,600	1,718,665	431,519	280,206	336,551	168,664	776,062	745,324	676	2,244	35,062	19,303	67,276	49,486	148,437	95,750
Lloyds Cas.	1,929,185	595,609	285,100	54,381	254,537	40,912	282,025	126,621	92,008	42,936	312,836	119,066	48,426	12,838	97,710	32,771
London & Lanc. Ind.	1,378,010	530,632	542,049	203,625	178,234	50,419	248,381	134,907	83,505	21,960	60,990	20,846	54,668	16,600	190,841	77,517
Lumber Mut. N. Y.	1,032,349	522,120	176,742	39,357	57,444	10,119	729,301	452,204							88,863	20,429
Maryland Cas.	4,652,042	2,325,372	1,189,377	519,351	546,422	171,775	1,287,230	970,226	584,780	243,869	91,115	37,948	213,558	94,063	441,920	182,837
Mass. Bonding	2,8															

(CONTD FROM PRECEDING PAGE)

	Total		Auto. Liability		Other Liability		Work. Comp.		Fidelity-Surety		Plate Glass		Burg. Theft		Prop. D. & Col.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
N. Y. Printers & Book.....	254,753	130,281					254,753	130,281								
Norwich Union Indem.....	1,459,632	617,421	570,100	20,649	240,450	50,242	325,152	220,242			63,427	25,236	64,647	29,977	188,498	83,688
Ocean Accident.....	2,032,723	1,211,768	479,138	264,429	169,992	58,271	553,103	425,812	49,945	39,679	27,800	7,291	144,136	68,787	182,456	77,088
Phoenix Indem.....	814,854	344,395	320,191	123,416	105,236	32,167	170,127	97,252			35,274	17,259	41,373	13,460	106,310	48,830
Preferred Acci.....	2,004,360	961,959	1,015,160	510,185	1,990	50			261,336	137,755			130,057	52,467	380,831	153,866
Protective Indem.....	157,878	6,089	58,010	360	161								88,031	5,050	6,004	569
Public Service Mut.....	421,554	196,354			2,994	665									2,826	
Red Cab Mut. Cas.....	306,785	117,644														
Royal Indemnity.....	5,361,936	2,620,107	1,372,537	680,908	814,136	229,332	1,571,854	918,541	423,722	196,760	111,991	39,050	365,775	178,460	507,574	273,803
St. Paul Mercury Ind.....	380,410	116,194	157,710	33,789	81,862	10,485	59,647	31,912			11,946	3,946	14,407	11,232	54,839	24,890
Seaboard Surety.....	170,297	1,792							170,297	1,792						
Security Mutual.....	261,160	110,352	62,485	19,188	73,594	30,653	107,103	55,377							14,863	5,133
Southern Sur. N. Y.....	2,437,195	832,925	695,941	264,963	364,718	64,798	676,712	251,757	276,714	105,372	55,996	14,290	90,134	23,232	236,331	91,140
Standard Acci.....	3,088,994	1,180,663	861,868	459,882	461,700	150,917	802,431	701,277	301,361	155,179	61,821	22,032	87,189	34,557	324,521	162,848
Standard Surety & Casualty.....	619,289	161,098	123,246	21,409	46,252	6,730	99,425	31,225	278,348	79,499	12,918	4,038	18,286	8,222	40,813	9,975
State Fund (New York).....	8,478,042	5,956,345					8,478,042	5,956,345								
Sun Indemnity.....	1,276,232	587,915	671,590	321,697	105,239	25,695	147,583	91,471	55,484	22,207	26,917	9,042	32,845	13,275	103,988	86,036
Transportation Ind.....	323,956	236,923	207,151	93,420	38,730	11,102	—28,866	37,584			20,184	12,935	16,572	15,498	70,185	66,384
Travelers.....	16,014,097	902,267	5,426,101	2,881,523	2,356,448	746,684	6,729,870	4,494,021								
Travelers Indem.....	5,101,618	1,177,187	79,468	43,970	106,748	56,624					268,477	88,971	474,363	106,453	1,066,971	824,774
Twin Mut. Liab.....	66,728	5,134	42,241	12,568	906		7,325	63							16,256	5,134
Union Indemnity.....	2,674,488	1,377,224	634,031	248,549	254,814	80,356	528,877	276,529	397,930	210,229	97,351	47,768	385,653	226,825	212,131	86,710
Union Mut. Cas.....	452,552	214,346	370,659	174,691											181,893	39,655
United British.....	227,516	111,035	75,506	64,738	22,502	10,559	32,286	4,871	47,226	7,244	4		25,756	4,479	—301	18,608
U. S. Casualty.....	2,732,106	1,361,655	1,049,447	510,248	386,361	86,203	566,003	430,572	75,359	2,526	89,723	42,884	92,329	30,808	333,915	177,596
U. S. Fld. & Guar.....	6,103,972	2,649,130	1,153,582	486,435	653,742	363,391	1,268,547	1,042,462	2,039,402	351,754	82,184	29,940	154,681	69,089	524,178	216,545
U. S. Guar.....	1,485,812	553,532	550,773	318,695	21,393	6,663	10,931	678	721,588	59,187	70	61	244,851	113,714	133,072	54,534
Universal Indem.....	66,374	14,336	57,500	13,776											8,874	560
Utica Mutual.....	2,733,248	1,399,133	599,390	185,414	79,150	11,642	1,799,620	1,061,046			124	7			254,963	80,024
Utilities Mutual.....	1,201,265	639,180	—3,551	12,465	7,914	59,612	1,198,835	562,918							1,993	4,185
Williamsburgh Taxpayer.....	191,121	33,338			191,121	33,338										
Western Casualty.....	74,397	43,813					74,397	43,813								
Yorkshire Indem.....	42,600	17,214	30,376	12,736											12,225	4,479
Zurich.....	4,106,094	2,107,425	1,280,046	575,316	996,093	313,677	1,301,079	956,506			38,718	16,164	103,736	39,578	450,511	175,269
Total, 1930.....	217,934,110	96,625,236	53,963,711	24,243,062	24,919,368	7,925,637	60,984,720	39,080,425	23,110,808	7,572,894	3,816,196	1,526,306	8,945,195	3,900,474	10,886,920	8,291,770
Total, 1929.....	225,354,696	96,001,253	61,074,065	21,197,391	25,239,093	7,012,256	64,896,803	38,107,434	22,184,106	8,075,642	3,395,094	1,407,643	9,915,521	3,099,520	19,371,075	7,568,749

*Total of all casualty business, including all classes shown below. Company totals above include other classes in groups below.

Companies Writing Other Classes of Casualty Business in NEW YORK

ACCIDENT AND HEALTH		CHECK FORGERY		ENGINE & MACHINERY		
Prem.	Losses	Prem.	Losses	Prem.	Losses	
Aero Indem.....	\$ 2,219			Aetna Cas.....	\$ 4,813	\$ 2,127
Aetna Cas.....	38,571	19,480		Amer. Employ.....	1,130	
Aetna Life.....	864,550	434,918		Amer. Reins.....	6,928	1,463
Amer. Employ.....	5,493	3,504		Columbia Cas.....	18,802	13,596
Amer. Motorist.....	15,465	9,909		Cont. Cas.....	128	
Amer. Reins.....	12,982	5,183		Eagle Indem.....	1,955	1,281
Alliance Cas.....	15,546	3,529		Employers.....	16,196	1,295
Bank Ind., N. J.....	24,142	2,427		Europ. Gen. Re.....	—9,796	
Ben. Ry. Emp.....	167,868	87,836		Excess.....	2,894	
Brother. Acci.....	136,682	66,722		Fidelity & Cas.....	31,818	9,044
Century Indem.....	8,031	1,905		First Reins.....	3,656	969
Columbia Cas.....	21,517	10,789		General Indem.....	7	
Commerce Cas.....	17,246	1,689		General Reins.....	1,360	
Columb. Nat. Life.....	38,660	15,804		Hartford St. B.....	165,200	54,238
Coml. Casualty.....	403,055	165,609		Internat. Reins.....	4,023	61
Constitution Ind.....	4,634	2,177		Independ. Ind.....	1,180	705
Cont. Cas.....	863,886	319,340		Lloyd's Cas.....	212	
Eagle Indem.....	5,494	1,195		London Guar.....	7,061	
Empl. Reins.....	28,121	11,845		Maryland Cas.....	16,589	3,275
Empl. Liab.....	71,115	42,994		Mut. Boiler.....	513	
Equit. Life, N. Y.....	325,272	219,571		N. Y. Indem.....	2,706	1,419
Europ. Gen. Re.....	445,164	294,372		Ocean Acci.....	13,072	1,248
Excess.....	1,858	334		Royal Indem.....	27,647	3,243
Federal L. & C.....	193,292	65,799		Security Mut.....	32	
Federal Sur.....	4,122	3,313		Travelers Ind.....	20,077	15,657
Fidelity & Cas.....	463,612	286,415		United British.....	472	
First Reins.....	131,264	79,217		Union Indem.....	16	
Frat. Protect.....	23,594	6,972		Total, 1930.....	\$ 329,065	\$ 109,611
General Acci.....	188,397	85,195		Total, 1929.....	391,984	62,549
General Reins.....	50,432	28,380		SPRINKLER LEAKAGE		
Glen Falls.....	56,151	28,125		Aetna Cas.....	\$ 584,994	\$ 144,486
Globe Indem.....	128,063	78,344		Alliance Cas.....	466	137
Gr. Amer. Indem.....	34,715	10,372		Constitution Ind.....	23	127
Guardian Cas.....	502,214	29,352		Maryland Cas.....	35,568	16,879
Hardware Mut. Cas.....	51			Metropol. Cas.....	5,025	1,524
Hartford Acci.....	145,037	64,072		Total, 1930.....	527,076	162,953
Home Indem.....	1,137			Total, 1929.....	556,843	120,021
Indem. No. Amer.....	116,540	68,490		LIVE STOCK		
Independ. Ind.....	71,831	28,330		Car & General.....	\$ 26,808	\$ 6,094
Internat. Reins.....	35,660	23,333		General Reins.....	13,125	5,700
Lloyds Cas.....	13,378	1,903		Htfd. Acci.....	6,221	4,150
London Guar.....	22,543	28,232		Htfd. L. S.....	14,405	4,150
London & Lanc.....	17,334	4,813		Ind. Ins. N. Amer.....	86,074	33,000
Loyal Prot.....	150,540	76,546		Total, 1930.....	\$ 141,633	\$ 59,569
Maryland Cas.....	178,614	76,517		Total, 1929.....	169,061	28,480
Mass. Acci.....	169,243	97,606		NON-CANCELLABLE H. & A.		
Mass. Bonding.....	196,299	97,162		Aetna Cas.....	1,667	1,317
Mass. Prot.....	62,313	38,032		Aetna Life.....	27,479	20,773
Merchants Indem.....	2,362			Brother. Acci.....	11,963	1,249
Merch. Mut. Cas.....	13,309	6,385		Columb. Nat.....	13,860	5,000
Metropol. Cas.....	82,120	45,020		Cont. Cas.....	151,525	34,561
Metropol. Life.....	3,350,871	1,977,896		Empl. Liab.....	126	
Monarch Acci.....	8,694	4,861		Equit. L. N. Y.....	453,291	468,424
				Europ. Gen. Re.....	584	21,521
				First Reins.....	12,679	2,431
				Frat. Prot.....	13,569	4,201
				General Re.....	61,255	42,478
				Loyal Prot.....	10,479	1,283
				Mass. Acci.....	322,715	147,092
				Mass. Prot.....	636,346	346,107
				Metropol. Life.....	18,217	12,711
				Monarch Acci.....	299,317	149,091
				Pacific Mut.....	343,530	133,661
				Ridgely Prot.....	41,817	21,495
				Southern Sur.....	6,456	
				Standard Acci.....	138	
				Travelers.....	28,253	19,189
				United Cas.....	2,937	1,522
				U. S. P. & G.....	1,361	
				Total, 1930.....	\$ 2,459,563	\$ 1,434,106
				Total, 1929.....	2,260,867	1,505,848

PLATE GLASS AND BURGLARY INSURANCE

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Premiums and Losses in 1930 in OHIO on All Casualty Lines

	Total		Auto. Liab.		Other Liab.		Fidelity		Surety		Plate Glass		Burglary-Theft		Prop. D. & Col.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aero Indem.	5,001	483	2,073	1,865	75										563	483
Aetna Cas.	1,001,177	447,283	342,542	123,956	3,900	733	88,074	46,107	173,007	53,307	20,231	6,652	95,575	27,406	258,749	153,149
Aetna Life	1,498,465	815,857	482,187	277,958	306,223	92,661										
Alliance Cas.	132,218	48,592	34,155	18,507	25,718	7,368	14,437	2,263	23,148	7,309	3,244	794	10,986	4,043	14,107	7,158
American Auto	442,238	262,093			420,783	239,790									21,455	22,303
American Cas.	418,080	188,003	220,874	78,033	39,162	16,286					14,131	9,479	27,982	20,505	85,462	52,785
American Employ.	113,431	57,121	54,166	28,088	9,824	705	9,185	2,678	9,492	13,255	1,308	355	6,572	369	21,352	11,586
American Fld. & Cas.	196,287	156,436	155,331	131,826							117	25	40	23	40,791	24,552
American Indem.	108,810	44,908	69,549	22,544											32,253	18,430
American Liab. & Sur.	583,200	208,401	191,248	42,191	7,021		3,870		45,587	37,736	3,463	819	30,335	7,253	198,365	89,996
American Motorists	60,770	14,993			42,245	8,714	101	219			90				16,630	5,008
American Mut. Liab.	60,227	12,194	29,400	4,690	17,165	783	143	1,000			6		133		13,371	5,720
American Reins.	160,407	79,051	103,488	31,191	7,206		580		15,796	41,913			3,008	28	25,699	5,198
American States, Ind.	1,514		482												893	
American Sur.	675,110	276,240	10,434	1,056	4,605	478	324,540	155,610	232,062	76,186	2,846	968	95,410	39,647	5,213	2,324
Atlas Cas.	59,900	26,710	35,230	13,035											21,242	11,843
Bankers Indem.	231,634	136,242	87,301	61,550	24,681	2,460	3,130	1,509	12,749	42,918	5,667	1,076	12,002	830	32,391	15,012
Belt Casualty	684														52	
Buckeye Un. Cas.	581,383	273,183	254,485	117,656	11,542	3,151					13,008	5,836	4,999	1,626	266,507	106,388
Celina Mut. Cas.	188,368	75,483	91,535	39,083											68,530	20,713
Cent. Sur.	60,760	24,850	30,256	10,986	5,523	2,137	483	83	1,190		7,431	5,120	820	239	12,144	5,973
Central West Cas.	185,213	55,809	72,867	26,277	29,765	2,102	15,857	4,122	27,952	10,874	2,897	1,191	3,001	75	27,306	10,074
Century Indem.	178,385	149,600	82,732	35,307	21,027	1,758	2,753	9,133	19,309	76,590	4,304	901	12,324	5,328	25,592	8,932
Columbia Cas.	136,320	87,728	41,437	24,472	11,689	23,874	13,006	7,538	16,494	3,609	5,521	1,818	8,577	8,124	21,411	10,621
Commerce Cas.	21,755	2,556	8,088	99	1,195		594	1,001	4,427		519	5	939	307	3,712	861
Commercial Cas.	433,675	209,312	103,462	103,494	27,682	18,241	21,625	2,659	59,198	14,086	7,591	2,594	12,964	8,919	38,158	15,264
Commercial Mutual	50,611	68,166													1,474	
Commonwealth Cas.	556,688	189,404	295,508	125,316	6,501	1,292	5,002		50,024	1,651	18,298	1,448	1,183	54	126,043	42,035
Constitution Ind.	70,394	27,182	13,079	10,502	10,305	1,583	4,251	24	19,966	4,516	2,805	1,034	3,361	1,712	14,405	6,665
Consolidated Ind.	68,373	976	3,561		1,931		7,367	543	52,418		242		1,018		1,584	433
Continental Auto. Mut.	175,004	79,677			59,681	25,568					1,089	656			84,147	44,002
Continental Casualty	824,631	389,767	137,575	78,251	27,575	10,080	7,323	2,267	44,855	46,441	8,175	5,237	30,443	15,563	56,234	24,196
Detroit Fld. & Sur.	46,129	47,038			4,125	441			36,004	46,597						
Eagle Indem.	145,092	79,706	53,344	29,808	17,596	9,755	6,638	7,882	24,346	16,412	2,951	1,539	17,095	3,751	18,497	9,383
Employ. Liab.	778,520	316,566	314,212	131,696	154,283	36,162	37,136	23,078	6,612	1,559	12,277	6,052	47,512	27,415	140,230	68,359
Employers Reins.	139,126	59,055	79,083	33,122	27,841	8,721	534	3,750	2,614				11,254	4,181	597	95
Europ. Gen. Reins.	326,397	143,153	69,800	19,330	31,046	10,987	18,918	7,835	12,393	10,384			70,569	37,048	1,434	1,054
Excess	70,245	36,557	14,635	16,697	21,141	7,576	3,457	1,642	16,891	8,117			2,695	82	4,473	2
Export Indem.	2,280	91	1,719	24											561	67
Factory Mut. R. L.	118,872	24,300	80,183	8,666											38,689	15,634
Farm Bureau Mut. Au.	1,191,739	533,269	357,485	187,974											730,551	318,120
Federal Surety	50,848	43,176	15,275	22,413	3,897	229	6,296	975	10,395	8,858	1,350	574	906	2,149	5,892	2,650
Fidelity & Casualty	1,344,101	576,247	407,632	210,698	141,284	41,485	123,475	25,063	110,549	60,548	26,402	9,592	140,838	56,820	144,399	75,927
Fidelity & Deposit	587,202	161,823					305,383	109,151	242,664	37,120	1,504	530	37,651	15,022		107
Firemans Fund Indem.	185		78													171
First Reinsurance	82,568	38,834	7,469		7,037								2,480		111	
Franklin Surety	7,915	11,516	13		10		44	7,516	7,791	4,000			24		30	
General Accident	764,398	410,373	358,273	222,084	124,310	42,046					6,683	2,701	18,854	8,541	147,772	108,606
General Cas. & Sur.	45,768	26,580	29,624	16,016	1,857	1,420			1,408	132	1,634	750	583	34	14,141	8,198
Gen. Cas. of Amer.	457								657							
General Reinsurance	360,228	168,908	126,817	49,794	24,571	1,58	23,962	7,526	80,290	48,134	3,955	780	40,380	9,863	1,063	29,724
Glens Falls Ind.	291,793	115,001	126,422	38,952	28,121	7,920	6,441	9,281	34,380	22,401	6,682	2,066	22,821	10,177	51,246	20,705
Globe Indem.	811,049	380,722	275,349	153,829	132,854	64,159	38,853	12,528	87,646	38,882	24,788	10,985	89,150	15,401	109,582	43,308
Grand Central Sur.	4,174								4,174							
Great Amer. Ind.	166,916	153,177	60,338	77,493	17,397	2,900	8,792	724	26,754	45,038	4,648	1,824	14,389	3,227	23,002	13,759
Guardian Casualty	81,701	25,991	22,540	6,323	6,145	1,325	2,787	595	37,182	14,461	88	30	1,887		10,350	2,711
Hardware Mutual Casualty	54,794	7,043	32,578	2,872	1,485	20					2,465	668	1,019	44	17,176	3,439
Hartford Accident	1,027,989	525,396	400,929	279,336	115,680	62,931	100,496	18,644	141,259	34,241	17,124	5,487	68,275	38,115	149,801	69,149
Home Indem.	18,631	65	5,673	57	1,581		509		7,470		80		592		2,468	8
Hoosier Casualty	85,997	22,628	25,171	1,724											25,004	8,192
Indem. of N. Amer.	359,450	182,158	120,316	74,049	41,086	15,058	50,240	19,287	45,707	15,065	7,228	3,037	25,819	12,561	66,092	22,455

Companies Writing Other Classes of Casualty Business in OHIO

(CONT'D FROM PRECEDING PAGE)

ACCIDENT AND HEALTH		Premiums	Losses
Abr. Lincoln	\$ 41,107	\$ 14,638	
Aetna Cas.	21,772	21,772	
Aetna Life	705,760	445,239	
Amer. Bankers	6,036	947	
Alliance Cas.	113,292	50,914	
Amer. Employ.	30,468	10,915	
Amer. Liab. & Sur.	1,147	—116	
Amer. Life & Acci.	79,477	33,821	
Amer. Motorists	212,912	77,961	
Amer. Reins.	1,563	1,008	
Bank Ind. N. J.	4,460	710	
Ben. Ry. Emp.	43,713	10,895	
Brother. Acci.	152,307	77,104	
Buckeye Un. Cas.	42,447	19,450	
Bus. Men's	11,938	6,442	
Capital Mut. Cas.	270,876	97,887	
Central Cas.	8,710	2,229	
Central Health	237,420	86,293	
Central Surety	25,746	16,801	
Century Indem.	2,912	412	
Cleveland Acci.	3,255	1,062	
Columbia Cas.	10,344	11,649	
Columbia Life	123,475	59,186	
Columb. Mut. Life	8,313	3,643	
Commerce Cas.	7,863	1,386	
Columbian Prot.	94,960	83,536	
Columbus D. R. T. A.	2,281	282	
Coml. Casualty	43,499	11,505	
Commonw'th Cas.	95,422	72,122	
Conn. Mut.	162,976	42,054	
Conn. Genl. Re.	54,130	17,608	
Constitution Ind.	35,978	51,378	
Cont. Assur.	134,934	92,820	
Cont. Cas.	2,222	1,147	
Cont. Life	29	—	
Craftsman	326,932	152,660	
Crusaders Mut.	38,874	20,768	
Dixie Atlas Rep.	2,392	1,034	
Eagle Indem.	23,686	8,853	
Empl. Liab.	49,869	13,241	
Empl. Reins.	1,078	127	
Equit. Life, N. Y.	41,592	20,081	
Europ. Gen. Re.	13,219	9,177	
Excess	44,312	26,169	
Federal L. & C.	143,781	76,031	
Federal Sur.	3,815	2,441	
Fidelity & Cas.	105,456	86,649	
Fire Side Mut. Aid	53,098	19,854	
First Reins.	6,738	5,928	
Frat. Protect.	168,293	93,063	
First Natl. Cas.	58,869	21,203	
Gem City Life	50,321	34,052	
General Acci.	15,533	3,974	
Gen. Cas. & Sur.	26,137	3,985	
General Reins.	102,345	49,409	
Globe Indem.	107,748	58,130	
Globe Cas.	165	30	
Gr. Amer. Indem.	22,653	16,681	
Guardian Cas.	13,401	3,197	
Hdw. Mut. Cas.	53,895	41,284	
Hartford Acci.	18,260	5,052	
Home Indem.	11,686	8,212	
Hosier Cas.	85,055	27,215	
Imperial Cas.	10,592	4,049	
Indem. No. Amer.	721	545	
Income Life	70	—	
Independ. Ind.	33,795	17,492	
Internat. Reins.	27,634	11,279	
Inter-Ocean Cas.	7,549	642	
Int. St. Bus. M.	22,778	20,645	
Lincoln Mutual	5,246	1,187	
John Hancock Mut.	20,467	8,623	
Kentucky C. L. & A.	12,448	3,373	
Kentucky St. Life	143,186	66,570	
Lloyds Cas.	41,853	30,035	
London Guar.	18,344	13,757	
Lond. & Lanc.	7,209	1,190	
Loyal Prot.	14,722	4,757	
Lumber. Mut.	605,802	265,887	
Maryland Cas.	8,285	5,228	
Mass. Acci.	3,797	8,046	
Mass. Bonding	16,940	9,768	
Mass. Cas.	4,930	2,943	
Mass. Prot.	88,770	49,544	
Merch. Indem.	28,968	39,244	
Merch. Mut. Cas.	65,723	50,120	
Metropol. Cas.	18,532	12,124	
Metropol. Life	100,112	44,339	
Midland Cas.	230	—	
Monarch Acci.	19,163	11,396	
Missouri St. L.	3,075	—	
Mutual Benefit	39	—	
Nat. Mas. Prov. Acci.	1,970	430	
Nat. Acci. Soc.	932,818	612,640	
National Cas.	19,532	9,439	
Nat. L. & A.	5,781	1,581	
Nat. U. S. A.	56,247	39,529	
New Amster.	438,618	251,680	
N. Y. Indem.	160,818	37,052	
No. Am. Acci.	60,392	25,992	
Norwich Un.	120,405	43,757	
Ocean Acci.	531,984	258,823	
Ohio Cas.	3,914	5,191	
Ohio State L.	29,393	21,568	
Old Line, Wis.	10,389	8,683	
Old Republic Life	189,854	86,354	
Paul Revere Life	7,109	4,792	
Pan-Am. Life	40,190	21,683	
Pac. Mut.	12,277	6,691	
Pacific State Life	70,121	34,742	
Phoenix Indem.	381	234	
Preferred Acci.	4,885	3,119	
Prct. Indem.	5	—	
Prov. L. & A.	3,876	2,004	
Prudential	131,031	52,471	
Peerless Cas.	142	278	
Penn. Cas.	4,284	1,965	
Public Indem.	53,813	18,756	
Reliance Life	1,001	—	
Ridgely Prot.	42,280	26,290	
Royal Indem.	67,533	20,835	
Pa. Indem.	14,309	6,573	
Prudential C. & S.	58,146	23,315	

Big Controversy Over Motor Rates

(CONTINUED FROM PAGE 4)

Michigan companies out of business, he said that it would put out of business only those that would fail anyway.

Weadock and Lieber emphasized the point that many of the carriers seeking state assistance in bolstering rates have narrow reserve margins and they urged that the government confine itself to assuring adequate reserves and safety for policyholders. They denied the home carriers' contention that there is an analogy between fire and auto rate regulation and contended that lower rates since fire regulation was adopted are the result of improved conditions rather than regulation in itself.

Agents Declare I. U. B. Is Unfair in Its Methods

(CONTINUED FROM PAGE 4)

"The I. U. B. should be made a genuine organization. It has not been fair. We need an organization or plan of this kind but it should be conducted fairly to us all. The writing agents should be allowed 15 percent on fire and tornado everywhere. The I. U. B. should protect the standard, regular agents. If companies expect the agents to help save business they should not stab the agents."

Mr. Manchester said that he had filed a brief with the National association executive committee. He had outlined a plan which he feels will be fair to all concerned. This would give the assured the same coverage and the same facilities as are allowed now and yet the agents would be protected.

President Goodwin's Observations

President Goodwin in making some observations said that in his opinion the I. U. B. was founded on its ability to cut rates and centralize premiums in a few locations in a few hands. Ultimately this sort of thing, he said, will lead to branch offices. He declared that the I. U. B. is often used where there is no competition whatever and where there is no call for it but merely to cut rates. He said that some company executives do not want to get the true average rate but allow a cut rate to be developed and then go out and write the business independently at a lower rate. He cited an instance where the companies had been competing with one another after the I. U. B. rate was developed that finally resulted in entirely outside concern writing the business at a ridiculously low rate. He said that a general cover plan with pro-rate cancellation and with some other development will do the work as well as the I. U. B. Mr. Goodwin said that the committee to study this question will be as able as any committee that the organization has ever appointed.

Some Snapshots Taken at Agents' Mid-Year Meeting

(CONTINUED FROM PAGE 5)

Angelo Insurance Exchange, and A. Blakeslee White, manager, were present, stirring up sentiment in favor of the Los Angeles convention. Mr. White took the floor and told about the itinerary for the special train and the entertainment features en route.

George D. Markham of St. Louis, the association's candidate for director of the

	Premiums	Losses
Royal Indem.	31,213	3,261
Travelers Ind.	10,102	3,505
Union Indem.	1,806	—
Total, 1930	\$ 334,995	\$ 72,665
Total, 1929	256,300	202,844

SINKER LEAKAGE

	Premiums	Losses
Aetna Cas.	20,620	4,203
Maryland Cas.	10,147	2,657
Union Indem.	8	—
U. S. F. & G.	420	244
Total, 1930	\$ 31,195	\$ 7,104
Total, 1929	39,955	10,728

United States Chamber of Commerce, was on hand and received applause whenever he appeared. He spoke briefly Thursday morning, stating that he was but a symbol for the association.

Bartlett Greene, assistant secretary of the National association, was busy at all times looking after the details and seeing that the wheels kept running outside the convention hall.

On Thursday afternoon bus loads were taken to Hermitage, the home of President Andrew Jackson. Then they went back to Nashville, were shown the campuses of the various educational institutions and landed finally at the Parthenon in Centennial Park, an exact replica in every respect of the famous Parthenon at Athens. L. J. Loventhal of Loventhal Brothers, local agents, was the host at the Parthenon, he being one of the park commissioners, and had much to do with the Parthenon project. It was opened and lighted for the first time at the time the insurance people visited the building.

George W. Carter of Detroit, member of the National executive committee, was called away before the convention ended, on important business.

Miss Gladys Cole of Fall River, Mass., a most charming young woman, accompanied her father, the well known E. J. Cole, to the convention.

C. B. White, president of the Seattle Insurance Exchange and trustee of the state association, attended the National convention, he being the most distant delegate.

H. E. McKelvey of Pittsburgh, national councillor for Pennsylvania, did not arrive in Nashville until after the national council meeting. Therefore Pennsylvania was not officially present at the meeting, but Mr. McKelvey was active after he arrived. That left Virginia, Nevada, Utah and South Dakota unrepresented at the meeting.

A. E. Ernst, head of the McKinney Agency at Alton, Ill., and Mrs. Ernst drove down to the Nashville meeting, starting at 3 a. m. Sunday.

New Oregon Legislation

The time within which claim may be filed against contractors' bonds given to the state of Oregon or its political subdivisions is limited under a law passed by the Oregon legislature and signed by Governor Meier. Foreign and alien casualty companies are required to deposit securities or bond with the department under another law.

Solvency Is Only Test

Attorney-General Carlstrom of Illinois has informed the secretary of state that companies which have passenger motor vehicles for hire may satisfy the requirements if they file bonds or insurance policies with the secretary of state issued by any solvent and responsible company licensed in Illinois. The secretary of state would not be warranted in refusing to accept and file a policy because of the corporate structure of the company issuing it, Mr. Carlstrom held, if all statutory provisions are met.

Huge Palm Beach Loss

A jewelry loss variously estimated up to \$750,000 was reported at Palm Beach, Fla., with the robbing of the Palm Beach branch of Charlton & Co., New York jewelers. The manager, a trusted employee for 20 years, said several men kidnapped him and threatened his life so that he gave up the keys and combination of the safe. The loot was composed largely of diamonds and other gems.

Commercial Casualty Figures

The Commercial Casualty calls attention to a typographical error in listing premiums and losses on accident and health business last year in the Pennsylvania table. Its accident and health premiums in Pennsylvania last year were \$384,718 with losses of \$187,904.

The Fireman's Fund Indemnity has been licensed in Virginia.

FIDELITY AND SURETY NEWS

Profitable Year in N. Y. Seen

National Surety Man Thinks House-cleaning in Business Has Uncovered Most Defalcations

Judging by the experience of the first two months of this year, Vincent Cullen, vice-president in charge of the greater New York department of the National Surety, predicts that net profits of surety companies in Greater New York will be greater this year than during the last two years. February was one of the smallest loss payment months of Mr. Cullen's department in several years, he said.

"In February, 1929, after the business depression had begun," Mr. Cullen observed, "the number of loss claims received by well managed surety companies in New York City was not very great but was increasing rapidly. In February, 1930, when the depression was at its worst, the number of surety company losses in New York City was almost unprecedented, but in February, 1931, their number was greatly reduced. Most surety company losses originate in good times, but are not discovered until poor times, when business men scrutinize every aspect and item of their organization very carefully. This house cleaning throughout general business in times of depression, first uncovers a lot of losses but later causes surety company losses to drop. That is what is now going on through general business all over the city; it is why recent losses have been so low."

Maryland Gets Big Boston Bond

BOSTON, March 25.—The Boston office of the Maryland Casualty, Metcalf & Fagan, resident managers, has written a bond covering the largest single contract ever awarded by the city of Boston.

The bond was in behalf of Silas Mason Co. of New York, awarded the contract for the construction of Section A of the traffic tunnel from Boston to East Boston. The contract totalled \$5,696,510 and the penalty of the bond was \$3,702,731; premium \$85,447. The bond guarantees the satisfactory completion of the work within two years.

Would Revive Warehouse Law

LINCOLN, NEB., March 25.—The Nebraska house has unanimously voted to reinstate the old storage warehouse act that was repealed two years ago, after having been in operation for a number of years which called for surety bonds of from \$5,000 to \$20,000 on grain elevators that store grain for producers or which automatically became bonded warehouses if the operator failed to pay for grain within ten days of receipt. This was superseded in 1929 by a law asked for by the federal farm board, which threw so many legal safeguards around storage that elevator owners refused to become bonded warehousemen. The new law exempts, as did the old one, cooperative elevators that store for members only.

Aetna Gets Two Million Back

LOUISVILLE, March 25.—The Aetna Casualty & Surety, which paid to the state highway commission more than \$3,000,000 following closing of the National Bank of Kentucky under a depository bond covering proceeds of bridge bond sales, has recovered \$2,045,000 on the first dividend to depositors, amounting to 67 percent.

The First National Bank is paying \$15,500,000 to depositors of the National Bank of Kentucky under an agreement made a short time ago with the receiver for that bank.

Bank Failures Show Decrease

Only 78 in February. Compared with 199 in January and 344 in December

WASHINGTON, March 25.—Bank failures decreased sharply in February as compared with January according to the Federal Reserve Board's monthly review of business. There were 78 failures last month against 199 in January and 344 in December. There was an average of 112 bank failures a month during 1930. The report says most of the weak banks of the country are now eliminated and the remaining institutions are in a strong position. The banks suspended in February had deposits of \$41,968,000 while those that failed during December and January had a total of \$122,696,000 in deposits.

Trustee's Bond \$4,500,000

The Continental Casualty recently wrote a \$4,500,000 bond for J. J. Ryan as one of the new trustees of the Dr. Peter Fahrney estate. Dr. Fahrney, who died in 1904, left a patent medicine fortune in trust with his three children as trustees. Some time ago one of the children died and Ryan was selected to take the place. Co-sureties on the trustee's bond are the United States Fidelity & Guaranty, National Casualty, Fidelity & Deposit and American Bonding.

Relief Measure Signed

Designed to relieve Arkansas banks which might be unable to provide surety bonds under present conditions, the Thornton bill passed by the recent legislature has been signed by Governor Parnell. It provides that personal surety bonds signed by 10 qualified citizens may be accepted as guaranty of county deposits, or state and federal bonds may be placed in escrow, in lieu of either these forms of security. Bank failures in Arkansas at the end of 1930 made surety companies less willing to write risks on banks, but the situation is rapidly improving and the provisions of the Thornton bill are intended only for temporary application. The 1929 county depository act, which specified corporate surety bonds in such cases, is almost certain of readoption two years hence, it was said by state leaders.

Ordered to Pay Bond

BIRMINGHAM, ALA., March 25.—The United States Fidelity & Guaranty and the Maryland Casualty, writers of a joint \$100,000 blanket fidelity bond for the Bank of Ensley, have been ordered to pay the face amount of the bond to the state superintendent of banks. The bank failed in January, 1930, and the liquidating agent claims that false entries made caused the bank a much greater loss than the amount of the bonds.

Bail Bond Bureau Praised

NEW YORK, March 25.—In the opinion of Chief Magistrate J. E. Corrigan, expressed at a dinner here Monday evening, the evils attending the old bail bond system have been virtually eliminated through the operation of the bond writing pool formed by 18 important surety companies. Placards have been posted in all courtrooms and police stations, informing accused persons of their rights with respect to securing bail and the avenues through which it can be secured at less than rates permitted under the statute.

The figures published in The National Underwriter showing the Zurich's automobile liability premiums were incorrect. They should have read \$3,980,143.

Underwriters Casualty Company

(a Wisconsin Stock Company)

123 Wisconsin Avenue

MILWAUKEE, WISCONSIN

You always feel at home and are comfortable and satisfied when you represent the Underwriters Casualty Company. Here is a company whose size does not make it unwieldy—a company whose officers you know by their first names—a company that makes you feel you are a part of it. And best of all you are able to write automobile insurance at independent rates.

Capital and Surplus \$400,000

Agency Connections Open in Illinois, Wisconsin, Iowa and Missouri

AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
LIABILITY	LIABILITY	THEFT	HEALTH
PROP.DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION

General Accident



FIRE AND LIFE

ASSURANCE CORPORATION, Ltd.

FREDERICK RICHARDSON, United States Manager
GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA

AMERICAN CASUALTY COMPANY

**BIG ENOUGH FOR YOUR NEEDS—
BUT NOT OVERGROWN**

Inquire about our excellent agency proposition

Incorporated 1902

Assets over Four Million Dollars

ACCIDENT AND HEALTH FIELD

Write Air Accident Insurance

Companies That Are Issuing Policies Covering Aviators Who Are Regularly Employed

A number of agents are now writing aviation insurance and in addition to covering the airplane itself there is a demand for accident insurance for aviators. The companies that are writing the regular aviation insurance have facilities for covering aviators. For instance, the United States Aviation Underwriters at 80 John street, New York, has as its casualty companies, the Aetna Casualty & Surety, Century Indemnity, Hartford Accident & Indemnity, Maryland Casualty, New Amsterdam Casualty, United States Fidelity & Guaranty. Accident policies are being written through this office now with the Aetna Casualty but it is understood that the writing will be extended to all the other members. The Globe Indemnity and the Aero Indemnity are writing personal accident insurance through the Barber & Baldwin office in the Chanin building in New York. The Associated Aviation Underwriters at 54 Stone street, New York, writes accident insurance through the Glens Falls and the Fidelity & Casualty. The Continental National Aviation Underwriters at 910 South Michigan avenue, Chicago, uses the Continental Casualty for accident insurance. The Travelers, which is one of the large accident companies, writes aviation insurance. The main companies writing life insurance for aviators are the Lincoln National Life, United States Life and Continental Assurance.

Utah Suicide Bill Passed

The bill proposed by Commissioner McQuarrie of Utah, making suicide a defense in claims under accident policies, was passed by the Utah legislature, which adjourned last week. Under a statute which has been in force in Utah for a number of years, accident companies were placed in the same class with life companies in being unable to plead suicide as a defense after the policy had been in force for one year. Governor Dern has signed the bill. W. C. Brimley, supervisor of agencies at Salt Lake City for the National Life, U. S. A., recently elected to the legislature, sponsored the measure and secured its passage after an initial vote drew only small support.

McIntosh Conducts School

Following the meeting held in Chicago by the general agents of the Monarch Life and Monarch Accident, F. W. McIntosh, Chicago manager, conducted a two-day school for his agency force, with 21 in attendance, in charge of A. A. Greenhill of Bridgeport, Conn., the company's life insurance leader, who had a production of more than \$1,500,000 last year.

Royer Round Table Leader

"Agency Problems" will be the topic for one of the round table sessions at the annual meeting of the Health & Accident Underwriters Conference in Washington, D. C., May 21-23. H. G. Royer, president Great Northern Life, will preside at that session.

Johnson with Commercial

Ernest A. Johnson, for a number of years Illinois state manager for the Inter-Ocean Casualty of Cincinnati, who has made a notable record with that company, both in production and agency building, has resigned to become manager in Illinois for the monthly premium department of the Commercial Casualty. Mr. Johnson returned this

week from a visit to the home office at Newark and has opened temporary offices at 1337 Insurance Exchange, Chicago.

Moore, MacEwen in Charge

Directors of the Pacific Mutual Life have appointed Vice-president C. I. D. Moore and Vice-president D. C. MacEwen temporary joint superintendents of the agency department, pending the appointment of a successor to the late A. C. Parsons, vice-president and superintendent of agencies.

Swartz, Becker Change

J. V. Swartz, claim representative of the Pacific Mutual Life in Chicago, has succeeded G. F. Keck as manager of the eastern railroad department following the latter's transfer to the home office in Los Angeles. J. A. Becker, assistant to Mr. Swartz, becomes claim representative.

Fleming Heads Western National

William Fleming has been elected president and R. E. Murrell and J. D. Calloway, vice-presidents, of the Western National of Fort Worth, Tex. Mr.

Murrell was formerly president. E. G. Hughett was promoted from assistant secretary to secretary-treasurer. J. L. Mistrot, former president of the Southern Union Life, was added to the board of directors. Other directors were re-elected.

The company, which writes life and accident insurance, moved its home office from Sherman, Tex., to Fort Worth last year.

Hear Retail Credit Man

SAN FRANCISCO, March 25.—The service that an inspection company can render to the insurance business was explained by W. D. Bryson, San Francisco manager of the Retail Credit Company, at a meeting of the Accident & Health Managers Club of San Francisco. The work of the inspection department in relation to investigation of claims for insurance companies was outlined in detail.

Goddard Claim Speaker

Col. Galvin Goddard, ballistics expert and head of the Scientific Crime Detection Laboratory, affiliated with Northwestern University, is announced as the speaker for the next meeting of the Chicago Claim Association, to be held at the Hamilton Club April 8. Colonel Goddard was originally scheduled to speak at the association's March meeting, but was unable to be present at that time.

CASUALTY ASSOCIATION NEWS

Connecticut Group Launched

F. B. Allen, Hartford Accident General Agent, Is President—W. L. Mooney, Aetna, Speaker

HARTFORD, March 25.—The Casualty & Surety Association of Connecticut was organized here last week. Some 28 were present. Branch managers and general agents and home office field supervisors will be eligible for membership.

W. L. Mooney, vice-president Aetna, spoke at the initial meeting. Monthly meetings are planned with well known speakers for each.

The following officers were elected: President, W. B. Allen, Hartford Accident general agent; vice-president, F. H. Williams, Jr., Century Indemnity general agent; secretary and treasurer, B. S. Cowles, Jr., Fidelity & Deposit and Continental Casualty general agent; chairman executive committee, J. H. McManus, Maryland Casualty general agent. Executive committeemen include R. C. Knox, Aetna Casualty, and F. C. Robertson, Fidelity & Deposit.

Sales Congress May 4

Plans are progressing steadily for the sales congress to be held by the Casualty Field Club of Chicago in that city May 4, probably at the Hotel La Salle. An interesting list of subjects has been formulated and speakers will be announced soon.

Baltimore Party Held

BALTIMORE, March 25.—Over 100 members and guests enjoyed a stag party given last week by the Casualty Club of Baltimore. The festivities began with an oyster roast and a dinner followed by a bridge tournament.

New Commissioner Present

DES MOINES, March 25.—At the regular semi-monthly meeting of the Casualty & Surety Club of Des Moines, State Senator E. W. Clark, newly appointed Iowa insurance commissioner, was introduced by President J. Dillard Hall. Clifford DePuy, publisher of the "Underwriters Review" and "Northwestern Banker" was the speaker, hav-

ing as his topic: "Facts That We Have Forgotten." Following this, Chairman H. B. White and C. E. Ford of the legislative committee gave a report on their activities. Forty members were in attendance.

Addresses Casualty Club

The preparation of common law actions from the defense standpoint was discussed by A. R. Peterson of Loucks, Eckert & Peterson, Chicago attorneys, at the March meeting of the Casualty Adjusters Association of that city.

PERSONALS

Because deaths and injuries resulting from motor car accidents in Kansas City, Mo., have increased enormously the past year, a vigilantes committee has been organized under the direction of the Kansas City Safety Council and W. T. Grant, president of the Business Men's Assurance, placed at its head. Vigilantes will report the license numbers of cars violating the traffic ordinance to the police.

Col. H. L. Jones, recently vice-president of the New York Casualty, is now associated with the Century Indemnity. Prior to going to New York City, Colonel Jones was for a number of years Chicago manager of the Maryland Casualty, where he made an excellent record as a business producer.

W. L. Covers, general manager of the Ocean Accident, and Henry Collins, United States manager, are on a trip to the Pacific Coast.

Foster & Messick of Indianapolis on April 1 will round out 25 years as managers of the Indianapolis branch of the United States Fidelity & Guaranty. Appointed April 1, 1906, as branch manager for Indianapolis and a few surrounding counties, about a year later they were given the entire state. From an annual premium income of \$40,000 then to nearly \$2,000,000 now indicates the growth of the office. Several years ago a strip of counties through central Illinois was placed under this branch

"Duke" Potter Gives Practical Illustration

Wellington (Duke) Potter, Rochester, N. Y., militant advocate of reciprocity in business and championing the patronage of those enterprises that carry 100 percent stock insurance, in his talk at the Nashville convention gave a practical example of how he works. Mr. Potter visited two stores in Nashville, one selling men's furnishing goods and the other leather goods. Mr. Potter learned beforehand from a local agent that these two stores carried 100 percent stock insurance. He then took the local agent, and after he had made his purchases called for the proprietor or manager and said that he had gone to these stores and bought these articles because he discovered that they patronized local agents who were selling stock insurance. Mr. Potter told the proprietors that he was a visitor in Nashville and would probably not have an opportunity to go to their stores again but even in a small purchase he desired to give recognition to the fact that they patronized local agents and bought stock insurance.

office, which now has approximately 300 reporting agents.

It would be hard to find two partners in any enterprise who are better adapted to travel in double harness than R. A. Foster and J. E. Messick. Still in their 20's when they were appointed joint managers of the U. S. F. & G., they had both had casualty field experience. Full of energy and enthusiasm, their efforts met with success from the start. In 1923 Mr. Foster was elected a vice-president of the company.

A. G. Schuster, organizer of the Reserve Mutual Casualty of Chicago, a health and accident company, and prominent in its management, has just been appointed, with P. W. Fuchs, second general agent in Chicago by the Illinois Bankers Life of Monmouth, Ill. Mr. Schuster has been in life insurance since 1912, starting with the Prudential and becoming assistant district superintendent, but devoting most of his time to the casualty business after the Reserve Mutual was organized in 1919.

Thomas R. Dew, assistant to the president of the United States Guaranty, will be married next month to Miss Sara Caperton of Richmond, Va. Mr. Dew is a former resident of Lynchburg, Va.

President H. A. Behrens of the Continental Casualty of Chicago, who went to his home on Belvidere Island in San Francisco Bay three or four weeks ago, will return to his office next week.

C. M. Nichols, president of the Belt Casualty of Chicago, is visiting his brother, F. C. Nichols, president of the Belt Fire of Los Angeles, and expects to remain in California three weeks.

Leland W. Cutler of San Francisco, vice-president of the Fidelity & Deposit, who graduated in 1906, is the first Stanford graduate to serve as president of the board of trustees.

Since his graduation 25 years ago Mr. Cutler has been closely connected with his alma mater. He has served as president of the Stanford Alumni Association, and in 1920 was appointed a trustee. In addition to his activities in the insurance world and his affiliation with university affairs, Mr. Cutler has taken a prominent part in civic activities in San Francisco and is now president of the chamber of commerce.

NEWS OF THE COMPANIES

Receivership Suit Dismissed

Commissioner Allin's Action in Sale of Kentucky State Life to American Life & Accident Upheld

LOUISVILLE, KY., March 25.—Circuit Judge Allen has dismissed the motion for a receivership for the Kentucky State Life, made by C. F. Thomas, former insurance commissioner, as a stockholder. The receivership was sought because of the company's dissolution to permit its sale to the American Life & Accident. Judge Allen held that the suit should have been brought by petition instead of by affidavit.

In this affidavit of Mr. Thomas an attack was made on Commissioner Bush W. Allin for permitting assets of the American Life & Accident to be substituted for assets of the Kentucky State Life. Attorney General Cammack entered the case because of the attack on Commissioner Allin and filed statements of Mr. Allin to the effect that he had made diligent inquiries as to the fair value of the substituted stock, 2,500 shares of the American Life & Accident, and had been assured that the value is in excess of \$100,000, while he had valued the securities at \$76,000. Attorneys for the companies claimed the stock was worth \$250,000. Mr. Allin also filed affidavits of A. L. Noe, president of the Income Life, and T. O. West and F. J. Walker, officers of the Kentucky Central Life & Accident, to the effect that the business of the American Life & Accident is worth more than \$1,000,000 and the deposited stock worth more than \$100,000.

General Indemnity Now Taking Detroit Company

H. F. Witzel, vice-president and general manager of the General Indemnity of Rochester, N. Y., was in Chicago last week arranging the final details with Snyder & Hay, former owners of the General Casualty & Surety of Detroit, for taking over the business of the latter company. The General Indemnity has had its charter enlarged to write all casualty lines. Vice-president Witzel states that its general policy will be to operate through general agencies except in certain localities where better development can come through branch offices. Mr. Witzel was formerly vice-president of the General Reinsurance. He is one of the young executives well versed in insurance.

May Form Own Company

NEWARK, March 25.—The advisability of forming an insurance company to insure their buses was discussed last week at the annual dinner here of the Independent Bus Owners Association of Essex county, N. J. The question will be given serious consideration and taken up at a meeting which will be held in the near future. The new insurance company, if organized, will take the place of the defunct Jersey Mutual Casualty.

Lumbermen's Mut. Cas.—Assets, \$15,001,457; unearned prems., \$3,958,361; loss reserve, \$541,231; liability reserve, \$3,215,815; comp. reserve, \$1,787,056; commissions, etc., due, \$165,713; reserve, \$1,000,000; surplus, \$2,101,032. Experience:

	Prem.	Losses
Accident	\$ 173,289	\$ 121,612
Auto. liability.....	6,295,668	2,372,805
Other liability.....	397,400	97,365
Workmen's comp....	3,967,067	2,083,477
Fidelity	26,929	4,283
Plate glass	87,953	28,135
Burglary and theft	74,542	13,050
Auto. prop. damage	2,329,287	730,341
Auto. collision.....	266,958	113,568
Other P. D. and coll.	309,780	3,639
Total	\$13,650,071	\$5,568,276

Hits Reciprocal's License

California and Oregon Take Action Against the Highway Indemnity Exchange of Los Angeles

Basing his action upon information received from Commissioner Mitchell of California, as the result of an examination made as of Dec. 31, Commissioner Clare A. Lee of Oregon has issued an order suspending the license of the California Highway Indemnity Exchange of Los Angeles in Oregon.

The California department examination, dated Feb. 28, reveals an apparent deficiency of \$890,718, and under the ruling of Commissioner Mitchell the company's certificate of authority has been suspended in that state pending the liquidation of such deficiency within 30 days of the order of suspension. To that end Commissioner Mitchell has been informed that notices of assessment have been served on subscribers.

The California Highway Indemnity Exchange has not filed its annual report with the Oregon department for 1930. The report for 1929 shows that the company collected net premiums on automobile coverage in Oregon amounting to \$69,365 and paid \$52,532 in losses in Oregon in 1929. The examiner's report shows total liabilities of \$1,225,180, listed among which are \$26,958 in unpaid losses and claims, other than liability and \$745,385 in unpaid liability losses, with total admitted assets of \$334,461.

Federal Surety, Inc.—Assets, \$4,814,753; unearned prems., \$1,287,591; loss reserve, \$381,555; liability reserve, \$387,391; comp. reserve, \$328,161; commissions, etc., due, \$121,075; capital, \$1,235,239; surplus, \$338,741. Experience:

	Prem.	Losses
Accident	\$ 78,141	\$ 65,998
Health	43,158	40,889
Auto. liability.....	856,948	242,668
Other liability.....	264,711	39,676
Workmen's comp....	859,623	548,684
Fidelity	135,244	15,864
Surety	290,553	401,045
Plate glass	91,840	30,141
Burglary and theft.	102,199	37,585
Auto. prop. damage.	317,425	97,723
Auto. collision.....	35,624	17,266
Other P. D. and coll.	13,472	2,555
Total	\$3,088,938	\$1,540,094

Lincoln Mut. Indem.—Assets, \$32,590; unearned prems., \$16,574; loss reserve, \$2,852; liability reserve, \$2,759; commissions, etc., due, \$796; capital, \$45,697; surplus, \$5,200. Experience:

	Prem.	Losses
Accident	\$ 5,919	\$ 1,057
Health	1,190	.....
Auto. liability.....	11,064	641
Auto. fire.....	2,056	904
Auto. tornado.....	275	.....
Plate glass	741	102
Auto. burg. & theft.	2,761	837
Cargo	60	35
Towing	6	2
Auto. prop. damage.	7,309	1,450
Auto. collision.....	6,176	2,244
Total	\$ 37,559	\$ 7,273

Hamilton Mutual Auto. Cas.—Assets, \$800,933; unearned prems., \$717; loss reserve, \$443,977; reserve liability, \$65,599; commissions, etc., due, \$134,537; surplus, \$156,101. Experience:

	Prem.	Losses
Auto. liability.....	\$ 137,487	\$ 24,127
Auto. prop. damage.	2,913	573
Sta. auto. liability..	395,384	279,246
Total	\$ 535,785	\$ 303,947

Occidental Life—Assets, \$2,984; unearned prems., \$39,621; loss reserve, \$18,435; commissions, etc., due, \$1,800; capital, \$1,000,000. Experience:

	Prem.	Losses
Accident	\$ 258,590	\$ 115,772
Health	147,861	96,673
Total	\$ 406,451	\$ 212,445

Underwriters at Lloyds, Minn.—Assets, \$890,026; unearned prems., \$202,803; loss

reserve, \$37,385; liability reserve, \$113,200; reserve, \$250,000; surplus, \$280,001. Experience:

	Prem.	Losses
Auto. liability.....	\$ 219,677	\$ 100,105
Other liability.....	962	430
Auto. theft.....	35,976	16,028
Auto. fire.....	32,441	16,103
Auto. tornado.....	3,782	635
Auto. prop. damage.	88,113	45,168
Auto. collision.....	34,865	18,306
Miscellaneous	2,549	1,016
Total	\$ 418,365	\$ 197,791

Iroquois Auto. Und.—Assets, \$192,367; unearned prems., \$82,960; loss reserve, \$16,429; commissions, etc., due, \$12,464; surplus, \$39,273. Experience:

	Prem.	Losses
Auto. liability.....	\$ 86,960	\$ 21,568
Auto. fire.....	18,587	8,065
Auto. tornado.....	2,321	84
Auto. road service..	680	247
Auto. theft.....	26,243	9,050
Auto. prop. damage.	54,476	11,422
Auto. collision.....	98,804	68,681
Total	\$ 288,074	\$ 119,121

Detroit Fid. & Sur.—Assets, \$3,753,471; unearned prems., \$511,732; loss reserve, \$762,838; commissions, etc., due, \$35,694; capital, \$1,000,000; surplus, \$1,300,750. Experience:

	Prem.	Losses
Fidelity	\$ 115,508	\$ 51,907
Surety	663,937	664,296
Total	\$ 779,446	\$ 716,204

American Motorists—Assets, \$3,414,014; unearned prems., \$699,904; loss reserve, \$94,194; liability reserve, \$635,724; comp. reserve, \$570,971; commissions, etc., due, \$65,505; capital, \$500,000; surplus, \$510,187. Experience:

	Prem.	Losses
Accident	\$ 36,530	\$ 32,403
Auto. liability.....	1,158,237	439,268
Other liability.....	102,875	21,230
Workmen's comp....	1,332,698	738,857
Plate glass	1,981	231
Auto. prop. damage.	406,777	119,494
Auto. collision.....	34,478	18,033
Other P. D. and coll.	9,426	707
Total	\$3,083,002	\$1,370,223

Fidelity & Surety Und., Mo.—Assets, \$104,117; unearned prems., \$25,292; loss reserve, \$19,938; surplus, \$55,547. Experience:

	Prem.	Losses
Total	\$ 81,283	\$ 19,294

West American Com.—Assets, \$1,506,032; unearned prems., \$781,991; loss reserve, \$122,079; liability reserve, \$21,962; comp. reserve losses, \$1,925; capital, \$250,000; surplus, \$174,825. Experience:

	Prem.	Losses
Auto liability	\$ 28,382	\$ 53,247
Auto	1,577,999	\$ 817,648
Total	\$1,549,617	\$ 872,035

Virginia Surety—Assets, \$264,126; unearned prems., \$4,580; capital, \$250,000; surplus, \$9,545. Experience:

	Prem.	Losses
Fidelity	\$ 672	.....
Surety	2,255	.....
Total	\$ 2,928	.....

Bituminous Casl. Corp.—Assets, \$1,070,498; unearned prems., \$46,662; comp. reserve losses, \$564,555; commissions, etc., due, \$1,884; capital, \$200,000; surplus, \$211,301. Experience:

	Prem.	Losses
Workmen's comp....	\$ 659,571	\$ 459,516

Public Indemnity—Assets, \$4,409,772; unearned prems., \$1,426,228; loss reserve, \$183,323; liability reserve, \$526,406; comp. reserve losses, \$164,843; commissions, etc., due, \$1,800. Experience:

	Prem.	Losses
Auto. liability.....	\$ 137,487	\$ 24,127
Auto. prop. damage.	2,913	573
Sta. auto. liability..	395,384	279,246
Total	\$ 535,785	\$ 303,947

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(CONT'D FROM PRECEDING PAGE)

etc., due, 133,664; capital, \$760,000; surplus, \$1,160,000. Experience:

	Premiums	Losses
Accident	\$ 38,973	\$ 16,404
Health	25,543	16,669
Auto liability	1,554,989	296,858
Other liability	364,401	47,277
Workmen's comp....	773,986	213,976
Fidelity	26,620	4,003
Surety	161,540	31,242
Plate glass	120,303	23,246
Burglary and theft..	76,584	22,495
Auto prop. damage..	594,364	171,502
Auto collision	85,655	27,042
Other P. D. and coll.	13,109	548
Water damage	220	.....

Total\$3,836,287 \$ 871,262

Lloyds Casualty—Assets, \$5,973,831; unearned premiums, \$1,660,887; loss reserve, \$589,163; liability reserve, \$577,815; comp. reserve losses, \$231,389; commissions, etc., due, \$200,958; capital, \$2,000,000; surplus, \$629,388. Experience:

	Premiums	Losses
Accident	\$ 23,055	\$ 14,114
Health	9,623	799
Auto liability	1,798,030	403,868
Other liability	458,659	66,319
Workmen's comp....	857,179	376,825
Fidelity	102,748	38,674
Surety	150,278	106,937
Plate glass	697,234	259,774
Burglary and theft..	106,714	25,497
Steam boiler	9,047	5,218
Engine and mach....	7,230	.....
Auto prop. damage..	499,493	134,193
Auto collision	49,722	19,761
Other P. D. and coll.	19,329	4,132
Taxicabs	529,664	162,655

Total\$5,318,010 \$1,618,772

Greater City Sur. & Indem.—Assets, \$549,166; unearned premiums, \$71,158; loss reserve, \$17,227; commissions, etc., due, \$10,124; capital, \$262,500; surplus, \$188,156. Experience:

	Premiums	Losses
Fidelity	\$ 1,337	.....
Surety	269,663	\$ 81,110

Total\$ 271,001 \$ 81,110

Western Cas. & Sur.—Assets, \$2,973,411; unearned premiums, \$805,040; loss reserve, \$89,769; liability reserve, \$678,166;

comp. reserve losses, \$23,159; commissions, etc., due, \$82,658; capital, \$750,000; surplus, \$504,666. Experience:

	Premiums	Losses
Accident	\$ 103	.....
Auto liability	1,016,013	\$ 459,731
Other liability	32,898	2,674
Workmen's comp....	73,557	30,853
Fidelity	3,447	58
Surety	14,087	4,173
Plate glass	21,208	7,823
Burglary and theft..	17,830	2,358
Auto prop. damage..	426,367	189,213
Auto collision	46,670	28,381
Other P. D. and coll.	2,036	28
.....	399	73

Total\$1,654,615 \$ 725,365

Pacific Employers—Assets, \$1,476,328; unearned premiums, \$170,963; loss reserve, \$8,290; liability reserve and comp. reserve losses, \$588,242; commissions, etc., due, \$43,118; capital, \$300,000; surplus, \$222,563. Experience:

	Premiums	Losses
Auto liability	\$ 84,363	\$ 40,092
Other liability	16,182	—564
Workmen's comp....	1,355,024	799,110
Burglary and theft..	44,686	6,330
Auto prop. damage..	29,459	9,412
Auto collision	40,107	13,444
Other auto	28,966	4,909

Total\$1,598,789 \$ 872,735

Citizens Casualty—Assets, \$827,190; unearned premiums, \$97,324; loss reserve, \$11,788; liability reserve, \$87,511; comp. reserve losses, \$11,076; commissions, etc., due, \$5,148; capital, \$400,000; surplus, \$203,816. Experience:

	Premiums	Losses
Auto liability	\$ 354,145	\$ 155,483
Other liability	10,557	2,070
Workmen's comp....	35,926	10,700
Plate glass	2,051	366
Auto prop. damage..	96,878	39,388
Auto collision	3,416	1,371
Other P. D. and coll.	690	307

Total\$ 503,663 \$ 209,685

Natl. Masonic Provident Assn.—Assets, \$939,875; unearned premiums, \$41,021; loss reserve, \$5,818; surplus, \$646,852. Experience:

	Premiums	Losses
Accident & health..	\$ 160,818	\$ 40,851

Major Operation on Compensation

(CONTINUED FROM PAGE 33)

opinion the proposal to reduce commissions is dead.

He announced that the agents will prepare a comprehensive plan which they will submit to the companies. They will ask for a conference when the plan is ready. Mr. Harrington said there is great need to double effort on safety engineering. This, he feels, has been neglected.

President Percy Goodwin of the National Association of Insurance Agents, following Mr. Harrington's remarks, said that he expected a request from the National Bureau for a conference in a short time.

Plan Did Involve Commissions

When the National Bureau first asked the National association to send a committee, it stated that commissions were not involved. Later it developed that the bureau felt it had to file new rates in New York within 48 hours and presented the sliding commission scheme. Mr. Harrington said that at the conference, members of the bureau acknowledged that the new set up had been in preparation for nine or ten months. Mr. Harrington said that the company men desired an immediate expression of opinion from the agency committee. Inasmuch as the formula involved a reduction in commissions, the agents demanded further time. The conferees returned after five or six weeks.

Necessity for Revision

Mr. Harrington acknowledged that there is a grave necessity for revision in handling compensation business. The agency committee stated very plainly that it did not want to appear in the nature of a mere obstructionist. Compensation business has been conducted at a great loss. There is something radically wrong with it. Mr. Harrington

stated that a mere increase in rates will not solve the problem. In fact, as rates are increased, the selection is against the stock companies. He said the participating companies go after the bigger premium risks and leave the smaller to the stock companies. It is in the handling of this smaller business that the deficit has been incurred.

Interested in Smaller Risks

He said that the average agent is interested only in premiums less than \$5,000. The plan suggested by the National Bureau involved a sliding scale of commissions. Mr. Harrington said that it simply aggravated the situation regarding the smaller premium risks. The agents alone, he said, were called on to make a sacrifice. The sliding scale, he said, if adopted would lead to the use of it in other casualty lines. There is something vastly more important to do with workmen's compensation than reducing commissions, he said.

Companies Asked to Renew Pledge

(CONTINUED FROM PAGE 33)

each institution by number. Only three of these numbers, it is reported, were given a clean bill of health.

The executive committee of the National Bureau at its next meeting is scheduled to consider the proposal to strengthen the bureau's branch in Chicago by granting that office authority to promulgate equity and "A" ratings on compensation risks and to release automobile fleet rates for Illinois risks or inter-state risks whose principal location is in Illinois. Those advocating this increase of authority believe that the branch would gain greatly thereby in prestige and accordingly could exert disciplinary powers to an extent which is not now possible under its present status virtually of only a stamping office.

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